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UNIV. OF ILLINOIS  
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I P A

Report of Proceedings

OF

The Illinois  
Pharmaceutical  
Association

TWENTY-FOURTH ANNUAL  
MEETING & NINETEEN  
HUNDRED AND THREE

## Notes.

**L**OOK over the list of members of the association and notify the secretary if you find that your name has been spelled wrong or address erroneously given.

Are you a member of the Illinois Pharmaceutical Association? If not, you ought to be. The annual dues are only one dollar, and membership in the association entitles you to a copy of its annual proceedings, and also to a copy of the annual report of the State Board of Pharmacy.

It is very important that all deaths and changes in address be reported to the secretary promptly.

All communications in regard to the Pharmacy law should be addressed to Mr. L. T. Hoy, secretary, State Board of Pharmacy, Springfield. Communications with reference to the association should be sent to the secretary, R. N. Dodds, Springfield.

If you desire to become a member of the Illinois Pharmaceutical Association, write to the secretary for application blanks.

If you are in need of a clerk, or if you are seeking employment write to the secretary of the association. He may be able to assist you and will charge you nothing for the service.

Send in your annual dues promptly at the beginning of the year. Do not wait for the secretary to send you a delinquent notice.

R. N. Dodds, Secretary.

# A Vital Point

A PHARMACY may have attractive fixtures, the mechanical devices and appliances may be of the most approved kinds; and the attainments of the proprietor and his chief assistants may be of a high order. Nevertheless, success will hinge largely on the quality of the products used in making galenicals and in compounding prescriptions. Good chemicals—MERCK'S CHEMICALS—are a vital point. The public cannot judge of the quality of chemicals, but physicians can. And gaining the influence of local physicians is effective advertising.

A firm of Philadelphia pharmacists makes this statement: "We dispense Merck's Chemicals exclusively. Physicians appreciate this, and we attribute our success to stocking this brand."

Thousands of druggists specify "Merck's." Are YOU among them? When ordering, remember that

Merck's cost no more  
than other makes

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Will be found entirely divested of the slightest evidence of oxidation, possessing the well-defined physical characteristics of the respective drugs from which they are derived, such as odor, taste and color, and retaining in a concentrated condition the original proximate principles of the drugs. This transition has been effected through the introduction and perfection of an improved system of vacuum distillation, enabling us to concentrate the various percolates to complete dryness, protected during the operation from the destructive oxidizing influence of the air, thus insuring a preservation of the sensitive alkaloids and perishable constituents. Too much stress cannot be laid upon the importance of exercising the utmost discrimination on the part of the apothecary in the selection of Powdered Extracts; for if not made by the vacuum process, they must necessarily suffer much deterioration.

**Put up in 1-Ounce and 1-Pound Bottles, or in larger quantities,**

Sufficient space always being reserved in the retainer to allow perfect mobility, thus preventing "caking," so characteristic of this delicate class of products.

**JOHN WYETH & BROTHER,  
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CIGARS, SOLD BY LEADING DRUGGISTS**

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Drop one of them into a syringe half filled with lukewarm water, shake vigorously, and note results. *Try it!*

Park, Davis & Co.'s Hypodermatic Tablets never yet failed in an emergency. Prompt, efficient action follows their administration—always. There is never any delay, never any uncertainty.

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**C H I C A G O**

# REPORT OF PROCEEDINGS

OF THE

# ILLINOIS PHARMACEUTICAL ASSOCIATION

AT ITS

TWENTY-FOURTH ANNUAL MEETING

HELD AT

BLOOMINGTON  
JUNE 9-11, 1903



R. N. DODDS, SECRETARY  
SPRINGFIELD

1903

## **OFFICERS OF THE ASSOCIATION 1903-04.**

---

*President.*

**THOS. KNOEBEL, EAST ST. LOUIS.**

*First Vice-President.*

**HERMAN FRY, CHICAGO.**

*Second Vice-President.*

**CHRISTIAN GARVER, BLOOMINGTON.**

*Third Vice-President.*

**H. C. PORTER, ROCKFORD.**

*Secretary.*

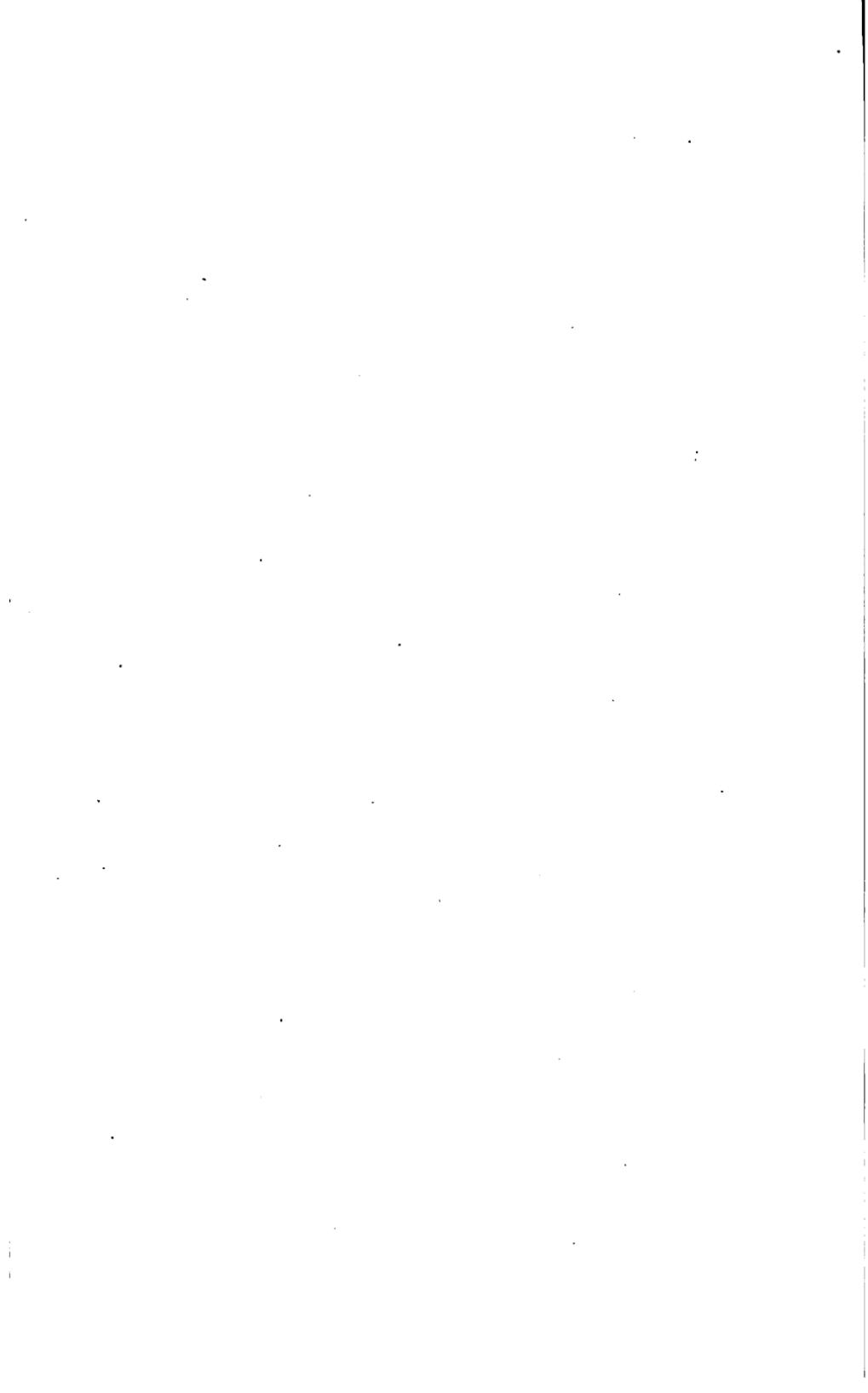
**R. N. DODDS, SPRINGFIELD.**

*Treasurer.*

**GEORGE C. BARTELLS, CAMP POINT.**



**THOS. KNOEBEL,  
PRESIDENT, EAST ST. LOUIS, ILL.**



## COMMITTEES 1903-4.

The following committees have been appointed by President Knoebel for 1903-4:

### *Executive.*

President Thos. Knoebel, *Chairman.*

R. N. Dodds, *Secretary.*

Geo. C. Bartells, *Treasurer.*

1st Congressional District.....	Walter H. Gale.....	34 Washington St., Chicago
2nd " "	Charles H. Avery.....	302 E. 55th St., Chicago
3rd " "	Harry Houghton.....	6600 Wentworth Ave., Chicago
4th " "	John Dietz.....	4446 State St., Chicago
5th " "	John J. Boehm.....	748 S. Halsted St., Chicago
6th " "	John I. Straw.....	1007 W. Harrison St., Chicago
7th " "	John J. Sorensen.....	607 Evergreen Ave., Chicago
8th " "	I. L. Quailes.....	1086 Milwaukee Ave., Chicago
9th " "	Herman Fry.....	286 E. North Ave., Chicago
10th " "	B. A. Tyler.....	Evanston
11th " "	A. S. Wright.....	Woodstock
12th " "	J. H. Keeling.....	Rockford
13th " "	E. E. Haller.....	Forreston
14th " "	W. E. Ullmeyer.....	Rock Island
15th " "	Geo. C. Lescher.....	Galesburg
16th " "	J. A. Weber.....	Pekin
17th " "	Christian Garver.....	Bloomington
18th " "	L. F. Stuebe.....	Danville
19th " "	H. Swannell.....	Champaign
20th " "	J. A. Obermeyer.....	Jacksonville
21st " "	T. C. Loehr.....	Carlinville
22nd " "	H. Steingoetter.....	Belleville
23rd " "	G. H. Berger.....	Carlyle
24th " "	V. C. Michels.....	Albion
25th " "	Paul G. Schuh.....	Cairo

### *Trade Interests.*

W. Bodemann, <i>Chairman</i> .....	Chicago
Walter H. Gale.....	Chicago
H. Swannell.....	Champaign

### *Legislation.*

Wm. K. Forsyth, <i>Chairman</i> .....	Chicago
Albert E. Ebert .....	Chicago
L. C. Deck.....	Girard

### *Board of Pharmacy Records.*

H. H. Green, <i>Chairman</i> .....	Bloomington
E. J. Frost.....	Winchester
E. W. Armstrong.....	Decatur

## OFFICERS OF THE ASSOCIATION

**Since its Organization.**

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*Presidents.*

W. W. MARMON	Bloomington	1880-1
F. C. BOURSCHEIDT	Peoria	1881-2
HENRY BIROTH	Chicago	1882-3
H. LeCARON	Braidwood	1883-4
A. P. CUNNINGHAM	Champaign	1884-5
T. H. PATTERSON	Chicago	1885-6
B. F. GARDNER	Atlanta	1886-7
HENRY SMITH	Decatur	1887-8
HERMAN SCHROEDER	Quincy	1888-89
A. A. CULVER	Momence	1889-90
ROBERT C. HATTENHAUER	Peru	1890-1
H. LEE HATCH	Jacksonville	1891-2
EMIL THIELE	Chicago	1892-3
F. LUEDER	Peoria	1893-4
G. HENRY SOHRBECK	Moline	1894-5
W. K. FORSYTH	Chicago	1895-6
PAUL G. SCHUH	Cairo	1896-7
THEO. C. LOEHR	Carlinville	1897-8
FRED M. SCHMIDT	Chicago	1898-9
WALTER H. GALE	Chicago	1899-1900
H. SWANNELL	Champaign	1900-2
THOS. KNOEBEL	East St. Louis	1902-3
		1903-4

*First Vice-Presidents.*

GEORGE BUCK	Chicago	1880-81
WILLIAM BOWER	Oliney	1881-2
H. LeCARON	Braidwood	1882-3
HUGO W. C. MARTIN	Chicago	1883-4
IRA LACKEY	Bloomington	1884-5
F. A. PRICKETT	Carbondale	1885-6
F. A. DRUEHL	Chicago	1886-7
W. P. BOYD	Arcola	1887-8
W. M. BENTON	Peoria	1888-9
R. W. DILLER	Springfield	1889-90
D. S. DYSON	Bloomington	1890-1
H. LEE HATCH	Jacksonville	1891-2
THEO. C. LOEHR	Carlinville	1892-3
PAUL G. SCHUH	Cairo	1893-4
T. S. ARNOLD	Watseka	1894-5
THOS. KNOEBEL	East St. Louis	1895-6
M. B. TRAVIS	Saybrook	1896-7
J. F. G. HELMER	Paxton	1897-8
W. H. BROWN	Irving Park	1898-9
W. F. BAUM	Danville	1899-1900
H. SWANNELL	Champaign	1900-2
THOS. KNOEBEL	East St. Louis	1902-3
HERMAN FRY	Chicago	1903-4

## OFFICERS OF THE ASSOCIATION.

5

*Second Vice-Presidents.*

F. A. BOURSCHEIDT .....	Peoria .....	1880-1
A. A. BROWN .....	Sterling .....	1881-2
E. SMALLHAUSEN .....	Lawrenceville .....	1882-3
R. N. DODDS .....	Springfield .....	1883-4
G. H. SOHRBECK .....	Moline .....	1884-5
M. B. TRAVIS .....	Saybrook .....	1885-6
A. SHUMWAY .....	Lanark .....	1886-7
J. E. ESPEY .....	Chicago .....	1887-8
F. C. J. SHACKMAN .....	Newton .....	1888-9
THEO. C. LOEHR .....	Carlinville .....	1889-90
ANDREW SCHERER .....	Chicago .....	1890-1
FRANK S. FRIES .....	Kankakee .....	1891-2
THOMAS KNOEBEL .....	East St. Louis .....	1892-3
G. HENRY SOHRBECK .....	Moline .....	1893-4
G. F. LUTHRINGER .....	Petersburg .....	1894-5
I. W. BLOOD .....	Chicago .....	1895-6
L. A. MINNER .....	Murphysboro .....	1896-7
W. H. GARRISON .....	Pearl .....	1897-8
GEORGE F. BARTH .....	Alton .....	1898-9
J. H. KEELING .....	Rockford .....	1899-1900
J. B. MOUNT .....	Joliet .....	1900-2
HERMAN FRY .....	Chicago .....	1902-3
CHRISTIAN GARVER .....	Bloomington .....	1903-4

*Third Vice-Presidents.*

P. M. NICHOLS .....	Pana .....	1880-1
J. P. HENRY .....	Arcola .....	1881-2
J. P. BOYD .....	Quincy .....	1882-3
F. A. STEVENS .....	Newton .....	1883-4
A. J. McINTOSH .....	Allendale .....	1884-5
JOHN R. PORTER .....	Rockford .....	1885-6
J. S. GREEN .....	Morrison .....	1886-7
C. F. PRICKETT .....	Carbondale .....	1887-8
F. L. SHINKLE .....	Martinville .....	1888-9
J. J. SCHUBERT .....	Kankakee .....	1889-90
THOMAS KNOEBEL .....	East St. Louis .....	1890-1
M. B. TRAVIS .....	Saybrook .....	1891-2
CHARLES L. FELDKAMP .....	Chicago .....	1892-3
M. B. TRAVIS .....	Saybrook .....	1893-4
ELMER E. DAY .....	Elgin .....	1894-5
W. C. SIMPSON .....	Vienna .....	1895-6
W. W. SAWYER .....	Rockford .....	1896-7
H. SWANNELL .....	Champaign .....	1897-8
R. W. DILLER .....	Springfield .....	1898-9
M. C. METZGER .....	Cairo .....	1899-1900
FRANZ THOMAS .....	Cairo .....	1900-2
R. A. KUECHLER .....	Jacksonville .....	1902-3
H. C. PORTER .....	Rockford .....	1903-4

*Secretaries.*

FRANK FLEURY .....	Springfield .....	1880-1
MATT W. BORLAND .....	Chicago .....	1881-2
T. H. PATTERSON .....	Chicago .....	1882-5
T. N. JAMIESON .....	Chicago .....	1885-6
L. C. HOGAN .....	Englewood .....	1886-9
HUGO W. C. MARTIN .....	Chicago .....	1889-90
C. S. N. HALLBERG .....	Chicago .....	1890-2
FRANK FLEURY .....	Springfield .....	1892-9
R. N. DODDS .....	Springfield .....	1899-1904

*Assistant Secretary.*

GEORGE E. MARSH .....	Alton .....	1897-8
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## OFFICERS OF THE ASSOCIATION.

*Treasurers.*

HENRY SMITH .....	Decatur .....	1880-1
A. P. CUNNINGHAM .....	Champaign .....	1881-2
W. P. BOYD .....	Arcola .....	1882-3
M. WILLIAMS .....	Taylorville .....	1883-4
J. J. SCHUBERT .....	Kankakee .....	1884-5
B. F. GARDNER .....	Atlanta .....	1885-6
G. H. SOHRBECK .....	Moline .....	1886-7
C. A. STRATHMAN .....	El Paso .....	1887-8
DUNBAR S. DYSON .....	Bloomington .....	1888-9
A. L. MOODY .....	Lockport .....	1889-1
MELLIE WILLIAMS .....	Taylorville .....	1891-2
CHARLES C. REED .....	Lincoln .....	1892-3
C. L. FELDKAMP .....	Chicago .....	1893-4
H. LEE HATCH .....	Jacksonville .....	1894-5
H. H. ROGERS .....	Kankakee .....	1895-6
T. S. ARNOLD .....	Watseka .....	1896-7
W. F. BAUM .....	Danville .....	1897-8
GEORGE C. BARTELLS .....	Camp Point .....	1898-1904

*Local Secretaries.*

VICTOR H. DUMBECK .....	Peoria .....
WILLIAM H. DALE .....	Chicago .....
FRANK FLEURY .....	Springfield .....
J. E. ESPHEY .....	Bloomington .....
HUGO W. C. MARTIN .....	Chicago .....
H. C. PORTER .....	Rockford .....
HENRY SMITH .....	Decatur .....
W. M. BENTON .....	Peoria .....
J. O. CHRISTIE .....	Quincy .....
F. S. FRIES .....	1889-1890 and 1890-91, Kankakee .....
CHARLES RYAN .....	1892, Springfield .....
HENRY BIROTH .....	1893, Chicago .....
CHARLES A. STRATHMAN .....	1894, Peoria .....
T. J. KAVANAUGH .....	1895, Peoria .....
CHARLES T. BAUMANN .....	1896, Springfield .....
HENRY SWANNELL .....	1897, Champaign .....
GEORGE F. BARTH .....	1898, North Alton .....
HERON H. CARTER .....	1899, Danville .....
WALTER H. GALE .....	1900, Chicago .....
W. ULLEMAYER .....	1901, Rock Island .....
JOS. SHREVE .....	1902, Jacksonville .....
CHRISTIAN GARVER .....	1903, Bloomington .....

CONSTITUTION AND BY-LAWS  
OF THE  
**Illinois Pharmaceutical Association.**

ARTICLE I.

This Association shall be called the ILLINOIS PHARMACEUTICAL ASSOCIATION.

ARTICLE II.

The objects of this organization shall be to promote the advancement of pharmacy and those engaged in its practice to a higher professional standard; the support and encouragement of education for a more thorough preliminary schooling and greater scientific requirements for the practice of pharmacy, and regulation of the various grades of pharmaceutical service; the promotion of the commercial interests of pharmacists through the exploitation of new ideas, and united movements for improving the drug business; the fostering of literature, improvements and inventions, but discouraging the manufacture and sale of secret medicines to the medical profession and the public; to endeavor to propose such changes in the pharmacy law as may, from time to time, be indicated for the better protection of the public against inferior, adulterated, or dangerous drugs and medicines, and careless, ignorant, or incompetent compounding and sale of drugs and medicines.

ARTICLE III.

SECTION 1. This association shall consist of active, associate and honorary members.

SEC. 2. No person, except a registered pharmacist in the State of Illinois whose name shall appear on the register of the board of pharmacy, shall be eligible to active membership in this association.

SEC. 3. Any pharmacist in good professional and moral standing, who shall have attained the age of twenty-one years, residing in the State, whether in business for himself or in the employ of another

pharmacist, shall be eligible to associate membership, but shall not vote or hold office in this association.

SEC. 4. Pharmacists and chemists, and other scientific men, who may be thought worthy of the distinction, may be elected honorary members. They shall not, however, be required to contribute to the funds, nor shall they be eligible to hold office or vote at the meetings.

#### ARTICLE IV.

The officers of this association shall be a president and three vice-presidents, a permanent secretary, a local secretary (to be elected from or near the place of next meeting), a treasurer and an executive committee consisting of one member from each congressional district in this State (and of which committee the president, secretary and treasurer shall be *ex-officio* members), all of whom shall be elected annually, and shall hold office until the election of their successors. *Provided*, That all officers not elected in this manner shall be appointed by the president.

#### ARTICLE V.

SECTION 1. The president, or in his absence or inability to serve, the vice-presidents in their order, shall preside at all meetings of the association, call special meetings at the written request of twenty-five members, shall present at each annual meeting a report on the affairs of this association, and perform such other duties as pertain to the office.

SEC. 2. The secretary shall keep a record of all the proceedings of the association. He shall read all communications, conduct all correspondence of the association, at each annual meeting render a report of the duties performed by him since the last annual meeting, and perform such other duties as the association shall direct. He shall notify members of committees of their appointment and election, and furnish each member of the committee with the names of his associates on said committee. He shall receive and collect all moneys for the association, giving receipts for the various amounts, keep a correct account thereof, and pay the same to the treasurer, taking his receipt therefor. He shall give a sufficient bond *within 60 days after his election*, subject to the approval of the president.

SEC. 3. The treasurer shall have charge of all the funds of the association, for which he shall be personally responsible, shall pay all bills when countersigned by the president and secretary, and report the state of the treasury, when called upon by the executive committee. He shall give a sufficient bond *within 60 days after his election*, subject to the approval of the president.

SEC. 4. It shall be the duty of the secretary and treasurer to turn over to their successors, without unnecessary delay, all papers and property of the association committed to their care.

SEC. 5. The executive committee shall have full power to act for, and have general charge of the affairs of the association in the intervals of the sessions of the association, provided that the action of such committee shall not contravene instructions of the association; and its action may at any time be overruled by the association. The committee shall organize by the adoption of rules, and with such officers and committees as it shall deem desirable or necessary. Seven members shall constitute a quorum.

SEC. 6. No member of the executive committee shall be represented by proxy unless the person holding the proxy resides in the same congressional district as the member issuing it, and no member of the State Board of Pharmacy shall be a member of the executive committee or hold the proxy of any member thereof.

#### ARTICLE VI.

This association may establish for its future government and regulation such by-laws, not in conflict with this constitution, as may be deemed proper and desirable.

#### ARTICLE VII.

Every proposition to alter or amend this constitution shall be submitted in writing and received at an annual meeting, and may be voted for at the next annual meeting, when, upon receiving the votes of three-fourths of the members present it shall become a part of this constitution.

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## BY-LAWS.

#### ARTICLE I.

Twenty-five members shall constitute a quorum.

#### ARTICLE II.

SECTION 1. Every registered pharmacist in the State, of good moral character and professional standing shall be eligible to membership.

All applications for membership shall be made in writing to the secretary, who shall report such applications to the association at its next meeting, when the applicants may be elected by a two-thirds vote of the members present.

SEC. 2. Every member shall pay annually into the hands of the secretary the sum of one dollar. Any one in arrears at the annual meeting shall not be entitled to vote, or receive the report of the proceedings of the association, and any one neglecting to pay said dues for three consecutive years shall be dropped from the roll of membership.

SEC. 3. The association shall have power to expel a member by a two-thirds vote; but the vote shall not be taken until the next annual meeting after the charges have been preferred, and the accused shall be notified of the charges and specifications made against him.

#### ARTICLE III.

SECTION 1. The president shall, *within 60 days after each annual meeting*, appoint the following committees (of which he shall be an *ex-officio* member), each to consist of three members, viz.: Committee on matters of trade interests, committee on legislation, and committee on board of pharmacy records.

SEC. 2. The committee on trade interests shall report at each annual meeting such observations and information upon that subject as may seem to them of interest to the association.

SEC. 3. The committee on legislation shall keep a record of, and compile for reference, the enactments of the different states regulating the practice of pharmacy and the sale of medicines. They shall report at each annual meeting of the association what legislation on the subject occurred during the year, and what additional legislation is desirable in this State.

SEC. 4. The committee on board of pharmacy records, created by invitation of the board of pharmacy, shall, at such time as it shall elect, and at least annually, inspect the records, books, and examination papers of the Illinois Board of Pharmacy, and shall annually report their observations to this association, with such suggestions and recommendations as said committee may deem advisable.

#### ARTICLE IV.

The proceedings of the association, the roll of officers, committees and members shall be published annually, under the supervision of the secretary, and a copy of the proceedings sent to each member of the association who is not in arrears for annual dues.

**ARTICLE V.**

Nominees for the State Board of Pharmacy shall be elected in the following manner: At each annual meeting of the association, twenty-five registered pharmacists of the State, having the qualifications as prescribed by the pharmacy law, shall be elected by the association, and the names of said twenty-five members shall be forwarded by the secretary to all registered pharmacists in the State, with the request that from such members, or others, as the said pharmacists shall severally prefer, five members shall be selected and their names transmitted to the secretary. From the five members receiving the highest number of votes cast in the aggregate, the association shall at its next annual meeting elect at least three members, whose names shall be submitted to the Governor as nominees of the association, as required by the State Pharmacy Act. *Provided*, That if the association does not so select them they shall be selected by the executive committee.

**ARTICLE VI.**

Nominees for advisory board, department of pharmacy, University of Illinois, shall be elected in the following manner: At each annual meeting of the association, twenty-five registered pharmacists of the State, having the qualifications as prescribed by the pharmacy law, shall be selected by the association, and the names of said twenty-five members shall be forwarded by the secretary to all registered pharmacists in the State, with the request that from such members, or others, as the said pharmacists shall severally prefer, five members shall be selected and their names transmitted to the secretary. From the five members receiving the highest number of votes cast in the aggregate, the association shall at its next annual meeting, elect at least three members whose names shall be submitted to the president of the State University as nominees whom the association deems qualified to fill any vacancies which may occur in said advisory board, *Provided*, That if the association does not so select them they shall be selected by the executive committee.

**ARTICLE VII.**

The order of business unless otherwise ordered shall be as follows:

1. Reading the minutes.
2. Applications for membership.
3. President's address.
4. Reports of officers and committees.
5. Unfinished business.
6. New business.
7. Election of officers.
8. Installation of officers elect.
9. Adjournment.

**ARTICLE VIII.**

SECTION 1. These by-laws shall not be suspended without the consent of two-thirds of the members present.

SEC. 2. Any amendment to these by-laws must be made in writing, read before the association at one sitting, and laid over to a subsequent sitting, when, upon receiving the votes of two-thirds of the members present, it shall become a part of these by-laws.

## THE PHARMACY LAW.

### Practice of Pharmacy in Illinois.

<p>§ 1. None but registered pharmacists to conduct drug stores.</p> <p>§ 2. Who may be employed in drug stores.</p> <p>§ 3. Meaning of the words drug store or pharmacy.</p> <p>§ 4. Registered pharmacists (by examination).</p> <p>§ 5. Registered pharmacists (on time).</p> <p>§ 6. Assistant registered pharmacists, who may be.</p> <p>§ 7. Duty of registered pharmacists as to apprentices.</p> <p>§ 8. Annual registration—Fee—Certificate to be posted.</p>	<p>§ 9. Board of Pharmacy How appointed.</p> <p>§ 10. Organization of Board—Duties of officers—Place of meetings.</p> <p>§ 11. Salary of Officers—Reports to be made.</p> <p>§ 12. Label with name of article—penalty</p> <p>§ 13. False representation to procure registration—Penalty.</p> <p>§ 14. Adulteration—Penalty for—Expert Board to prosecute. 14a Cocaine—regulates sale of. 14b Cocaine—penalty for unlawful sale of.</p> <p>§ 15. Suit for penalties—State's Attorney to prosecute.</p> <p>§ 16 Does not interfere with term of offices, certificates or privileges heretofore granted.</p>
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*AN ACT to regulate the practice of pharmacy in the State of Illinois, to make an appropriation therefor, and to repeal certain acts therein named.*

SECTION 1. *Be it enacted by the People of the State of Illinois, represented in the General Assembly:* That it shall be unlawful for any person, not a registered pharmacist within the meaning of this act, to open or conduct any pharmacy, dispensary, drug store, apothecary shop, or store, for the purpose of retailing, compounding or dispensing drugs, medicines or poisons, and any person violating the provisions of this section shall be liable to a penalty of not less than twenty nor more than one hundred dollars for every such violation. *Provided, however,* That nothing in this act will prevent any person or persons owning a drug store or pharmacy, who shall employ and place in active and personal charge of the same, a registered pharmacist, and that nothing herein contained shall apply to nor in any manner interfere with the practice of any physician, or prevent him from supplying to his patients such articles as may to him seem proper;

nor with the exclusively wholesale business of any wholesale druggist. *Provided*, That nothing contained in this act shall apply to the sale of patent or proprietary preparations, when sold in original and unbroken packages.

§ 2. That it shall be unlawful for the proprietor of any drug store or pharmacy to allow any person in his employ, except a registered pharmacist or registered assistant pharmacist, to compound, recommend, dispense, or sell at retail, any drugs, medicines or poisons, or except an apprentice under the immediate supervision of a registered pharmacist as hereinafter provided. Any person violating the provisions of this section shall be liable to a fine of not less than twenty nor more than one hundred dollars for each and every such offense.

§ 3. The term drug store or pharmacy shall, for all purposes of this act, be construed to mean a shop, store or other place of business where drugs, medicines or poisons are compounded, dispensed, or sold at retail.

§ 4. Registered pharmacists, by examination, must be persons not less than 21 years of age, who have had four years' practical experience in compounding drugs in drug stores where the prescriptions of medical practitioners are compounded, or physicians holding certificates from the State Board of Health, and have passed a satisfactory theoretical and practical examination before the State Board of Pharmacy hereinafter mentioned. The said Board may in their discretion, grant certificates of registration to such persons as shall furnish with their application satisfactory proof that they have been registered by examination in some other State: *Provided*, That such other State shall require a degree of competency equal to that required of applicants in this State. Every applicant for registration as a registered pharmacist shall pay to the Secretary of the Board the sum of five dollars at the time of filing the application. The payment of said sum of money as aforesaid, shall entitle the applicant to take a second examination in case he fail in the first, but no more: *Provided*, Said second examination is taken within six months of the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the Secretary of the Board of Pharmacy shall issue to him a certificate as a registered pharmacist.

§ 5. Registered pharmacists on time service must be persons not less than 23 years of age, who shall furnish satisfactory evidence to the State Board of Pharmacy that they have had five years' practical experience in compounding drugs in a drug store or pharmacy where the prescriptions of medical practitioners are compounded. The said Board will have the right to refuse registration to applicants who do not furnish satisfactory evidence of their competency. Each applicant for registration under this section shall pay to the Secretary of the

Board the sum of five dollars at the time of filing said application. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination, in case he fail in the first, but no more; providing said second examination is taken within six months of the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the Secretary of the Board of Pharmacy shall issue to him a certificate as a registered pharmacist. Said certificate shall be operative in and apply to the town, place or locality for which granted and no other.

§ 6. Any person shall be entitled to registration as an assistant pharmacist who is of the age of 18 years, of good moral character, temperate habits, and has had three years' service under a registered pharmacist, and the time of attendance at any recognized school of pharmacy shall be accredited on the above time, and shall pass a satisfactory practical and theoretical examination before the State Board of Pharmacy. Each applicant for registration as assistant pharmacist shall pay to the said Board the sum of five dollars when said application is filed. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination, in case he fail in the first, but no more: *Provided*, said second examination is taken within six months of the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the Secretary of the Board of Pharmacy shall issue to him a certificate as a registered assistant pharmacist. Said Board shall have the right to refuse registration to applicants whose examination and credentials are not satisfactory evidence of their competency. Any assistant pharmacist shall have the right to act as clerk or salesman in a drug store or pharmacy during the temporary absence of the registered pharmacist.

§ 7. It shall be the duty of registered pharmacists who take into their employ an apprentice for the purpose of becoming a pharmacist to require said applicant to, at once, apply to said Board of Pharmacy for registration as apprentice, and the said Board of Pharmacy shall have the right to require such an examination as shall establish the educational qualifications of the applicant, and the date of experience required of applicants for assistant, or registered pharmacists, shall be computed from the date of registration as apprentice. The Board of Pharmacy shall furnish proper blanks for this purpose and issue a certificate of registration as a registered apprentice upon the payment of two dollars.

§ 8. Every registered pharmacist, who desires to continue the practice of his profession, shall annually thereafter, during the time he shall continue in such service, on such dates as the Board of Pharmacy may determine, of which date he shall have thirty days' notice by said board, pay to the Secretary of the Board a registration fee, to

be fixed by the Board, but which shall, in no case, exceed \$1.50, for which he shall receive a renewal of such registration. The failure of any registered pharmacist to pay said fee shall not deprive him of his right to renewal upon payment thereof; nor shall his retirement from the profession deprive him of the right to renew his registration, should he, within five years thereafter, wish to resume the practice, upon the payment of said fees. Registered assistants upon receiving notice as aforesaid, shall, if they desire to renew their registration, pay to the secretary of said board an annual fee of one dollar: *Provided, however,* that the Board of Pharmacy may refuse registration, or may suspend the certificates of registered pharmacists, or assistant pharmacists, who are proven to be so addicted to the excessive use of stimulants or narcotics as to render them unsafe to handle or sell drugs, medicines, and poisons. Every certificate of pharmacy granted under this act shall be conspicuously exposed in the pharmacy to which it applies, and the name of the registered pharmacist who conducts the drug store or pharmacy shall be conspicuously displayed over the door or department. Any person violating the provisions of this section shall be liable, upon conviction thereof, to pay a penalty of not less than twenty dollars nor more than fifty dollars.

§ 9. The Governor, with the advice and consent of the senate, shall appoint five persons from among such competent registered pharmacists in the State as have had ten years' practical experience in the dispensing of physicians' prescriptions, and who are actively engaged in the practice of their profession, who shall constitute the Board of Pharmacy. The persons so appointed shall hold their offices for five years: *Provided,* That the terms of the office shall be so arranged that the term of one shall expire on the thirtieth day of December of each year, and the vacancies so created, as well as all vacancies otherwise occurring, shall be filled by the Governor, with the advice and consent of the senate: *And, provided, also,* That the appointments made when the senate is not in session may be confirmed at its next ensuing session. The Illinois Pharmaceutical Association shall annually report directly to the Governor, recommending the names of at least three persons whom said association shall deem best qualified to fill any vacancies which shall occur in said Board.

§ 10. The said Board shall, within thirty days after its appointment, meet and organize by electing a president from among their members, and a secretary, who shall not be a member of said Board. The Board shall also elect a treasurer who is a member of the Board. Said Board shall prescribe the duties and compensation of such treasurer and shall require the said treasurer to give such a bond as the said Board shall direct. The secretary shall pay over to the treasurer all moneys that shall come into his hands as secretary. It shall be the duty of the Board to examine all applications for registration submitted

in proper form; to grant certificates of registration to such persons as may be entitled to the same under the provisions of this act; to cause the prosecution of all persons violating its provisions; to report annually to the Governor and to the Illinois Pharmaceutical Association upon the condition of pharmacy in this state, which said report shall also furnish a record of the proceedings of the said Board for the year, and also the names of all the pharmacists duly registered under this act. The Board shall hold meetings for the examination of applicants for registration and the transaction of such other business as shall pertain to its duties, at least once in six months: *Provided*, That said Board shall hold its meetings at least once in every year in the city of Chicago and in the city of Springfield, and it shall give thirty days public notice of the time and place of such meeting, shall have the power to make by-laws for the proper fulfillment of its duties under this act, and shall keep a book of registration in which shall be entered the names and places of business of all persons registered under this act, which book shall also specify such facts as said persons shall claim to justify their registration. Three members of said Board shall constitute a quorum.

§ 11. The secretary of the Board shall receive a salary, which shall be fixed by the Board and which shall not exceed the sum of twenty-five hundred dollars (\$2,500) per year; he shall also receive his traveling and other expenses incurred in the performance of his official duties. The members of the Board shall receive the sum of five dollars (\$5) for each day actually engaged in this service, and all legitimate and necessary expenses incurred in attending the meetings of said Board. Said expenses shall be paid from the fees, penalties and appropriations received by the Board under the provisions of this act. The Board shall make an annual report to the Governor and to the Illinois Pharmaceutical Association of all moneys received and disbursed by them pursuant to this act.

§ 12. No person shall sell at retail any drug, medicine or poison without affixing to the box, bottle, vessel or package containing the same, a label bearing the name of the article, distinctly shown, with the name and place of business of the registered pharmacist from whom the article was obtained. *Provided*, Nothing in this section shall apply to the sale of patent or proprietary medicines when sold in original packages, nor with the dispensing of physicians' prescriptions. Any person failing to comply with the requirements of this section shall be liable to a penalty of \$5 for any and every offense.

§ 13. Any person who shall wilfully make any false representation to procure registration for himself, or any other person, shall, for each and every offense, be liable to a penalty of fifty dollars.

§ 14. No person shall add to or remove from any drug, medicine, chemical or pharmaceutical preparation, any ingredient or material

for the purpose of adulteration or substitution, or which shall deteriorate the quality, commercial value, or medicinal effect, or which shall alter the nature or composition of such drug, medicine, chemical or pharmaceutical preparation so that it will not correspond to the recognized tests of identity or purity. Any person who shall thus adulterate or alter, or cause to be adulterated or altered, any drug, chemical, medicine or pharmaceutical preparation, or any person who shall sell or offer for sale, or cause to be sold, any such adulterated drug, chemical, medicine or pharmaceutical preparation; or any person who shall, without notification to the purchaser, substitute or cause to be substituted one material for another, shall be liable to prosecution under this act. If convicted, he shall be liable to all the costs of the action, and all the expenses incurred by the Board of Pharmacy in connection therewith, and for the first offense be liable to a fine of not less than fifty dollars nor more than one hundred dollars, and for each subsequent offense a fine of not less than seventy-five nor more than one hundred and fifty dollars.

The Board of Pharmacy is hereby empowered to employ an analyst or chemist expert, whose duty it shall be to examine into the so-called adulteration, substitution or alteration, and report upon the result of his investigation; and, if said report justify such action, the Board shall duly cause the prosecution of the offender, as provided in this law. The latest edition of the United States Pharmacopoeia is hereby adopted as the standard in determining the recognized tests of identity and purity under this act.

§ 14a. That it shall not be lawful for any druggist or other person to retail or sell or give away any cocaine hydro chlorate, or any salts of or any compound of cocaine, or any preparation containing cocaine, or any salts of or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, licensed under the laws of the State, which prescription shall only be filled once, and must have written plainly upon it the name and address of the patient. *Provided*, that the provisions of this section shall not apply to sales at wholesale by any manufacturer or wholesale dealer, who shall sell to the retail druggist, or other person so sold, as original packages only, when such manufacturer or wholesale dealer shall have affixed to each box, bottle or package containing such cocaine hydro chlorate, or salts or compounds of cocaine, or preparations containing cocaine, a label specifically setting forth the proportion of cocaine contained therein.

§ 14b. Any druggist or other person who shall retail or sell any cocaine hydro chlorate, or salts or compounds of cocaine, or any preparation containing cocaine, or salts or compounds thereof, in violation of this act, and any druggist or other person who shall prescribe any cocaine hydro chlorate, or salts or compounds of cocaine, or any pre-

paration containing cocaine or salts or compounds thereof, to any person addicted to the habitual use of cocaine, or any preparation or compound thereof, in any form, shall, for the first offense, be fined the sum of not less than fifty dollars nor more than two hundred dollars, and for each subsequent offense not less than two hundred dollars nor more than one thousand dollars, and if the person so offending shall have a license as a physician, dentist or pharmacist, such license shall be revoked.

§ 15. All suits for the recovery of the several penalties prescribed in this act shall be prosecuted in the name of the "People of the State of Illinois," in any court having jurisdiction, and it shall be the duty of the State's Attorney of the county where such offense is committed to prosecute all persons violating the provisions of this act upon proper complaint being made. All penalties collected under the provisions of this act shall inure to the Board of Pharmacy.

§ 16. An act entitled, "An act to amend an act entitled, 'An act to amend an act entitled, 'An act to regulate the practice of pharmacy in the State of Illinois,'" approved May 30, 1881, in force July 1, 1881, as amended by an act approved June 4, 1889, in force July 1, 1889, in force July 1, 1895, is hereby repealed.

*Provided*, That nothing in this section, or this act contained, shall be construed to interfere with the term of office of any officer heretofore appointed under the said act, and nothing in this act contained shall be construed to interfere with or cancel any certificate of registration or privilege heretofore granted under said act, but the officers heretofore appointed, and any certificates of registration or privilege heretofore granted shall continue in force and be and remain for and during the period, as provided in the said act.

## PROGRAM.

### Twenty-Fourth Annual Meeting.

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#### FIRST SESSION.

Tuesday, June 9, 2 O'Clock, P. M.

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Address of Welcome—Hon. John A. Sterling, Bloomington.  
Response—Thos. Knoebel, First Vice-President, E. St. Louis.  
President's Address—H. Swannell, Champaign.  
Report of Secretary—R. N. Dodds, Springfield.  
Report of Treasurer—Geo. C. Bartells, Camp Point.

#### REPORTS OF STANDING COMMITTEES.

Executive—R. N. Dodds, Secretary, Springfield.  
Board of Pharmacy Records—Thos. Knoebel, Chairman, E. St. Louis.  
Legislation—C. A. Purdunn, Chairman, Marshall.  
Trade Interests—Walter H. Gale, Chairman, Chicago.  
Report of Local Committee—Christian Garver, Local Secretary, Bloomington.  
“Quiz” Box. Put your questions in it. It will be opened later.

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Complimentary Banquet by Local Committee at Cooper Parlors  
at 7:30.

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#### SECOND SESSION.

Wednesday, June 10, 9 O'Clock, A. M.

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Report of State Board of Pharmacy—W. Bodemann, President,  
Chicago.  
Report of Advisory Committee, Department of Pharmacy, Uni-  
versity of Illinois—Wm. K. Forsyth, President, Chicago.

**Prize Essays—**

The Illinois Pharmaceutical Travelers' Association—W. W. Hinkley, President, Chicago.

The National Association of Retail Druggists—T. V. Wooten, Secretary, Chicago.

Addresses by Visiting Delegates.

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**THIRD SESSION.**

**Thursday, June 11, 9 O'Clock, A. M.**

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Reports on Conditions Throughout the State.

Report of Secretary on Vote of Registered Pharmacists for Nominees on State Board of Pharmacy.

Report of Secretary on Vote of Registered Pharmacists for Nominees on Advisory Committee, Department of Pharmacy, University of Illinois.

Unfinished Business.

Election of Officers for the Ensuing Year.

**PROCEEDINGS**

of the

**ILLINOIS PHARMACEUTICAL ASSOCIATION****At its Twenty-Fourth Annual Meeting,**

at

**BLOOMINGTON.****June 9, 10 and 11, 1903.**

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**FIRST SESSION.**

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The twenty-fourth annual meeting of the Illinois Pharmaceutical Association was called to order by President Swannell in the Assembly room of the Illinois Hotel at Bloomington at 2 o'clock p. m., Tuesday, June 9, 1903. Hon. John A. Sterling, congressman-elect, delivered the following address:

**ADDRESS OF WELCOME.**

BY HON. JOHN A. STERLING.

*Gentlemen of the Pharmaceutical Association:*

It is an honor to be invited to speak on this occasion, and it gives me much pleasure to have this opportunity to welcome you to our city. It is always a pleasant duty to welcome a body of representative citizens to one's home city. This is especially true when that city is Bloomington, and the guests are the druggists.

Bloomington is fortunate in having you come here to hold your annual meeting, and we think you are fortunate in having chosen this city as the place of meeting. It is not strictly proper for me to take advantage of the occasion to extend advice to you, but I feel that I ought to suggest that this is the best place in the world for holding

conventions of this character, and I hope that before your meeting is closed you will be of the same mind and will locate your annual meeting permanently at this place.

This is a beautiful city, and the people are generous and cordial. We are old fashioned in only one particular, and that is in old time hospitality. You gentlemen will find a congeniality here, you being druggists, that you will not find in any other Illinois city. You take cities like Springfield and Peoria, I understand the people of those cities have no use for druggists at all. They go to the doctors and get their prescriptions, and then have them filled at the distilleries. We have ours filled at the drug store.

I always envied the druggists. From a business point of view you have a "cinch" on the profession. You are so hedged about and protected by the law that you are immune from the annoyances of general competition. It requires a long course of special study and technical learning to qualify one under the law to be a pharmacist.

This law, it is true, is not intended for the protection of the pharmacist. In theory it is intended as a protection to the public against incompetent quacks. It is a wise law, and while it is a safeguard to the people generally, it results in making your profession a monopoly to some extent.

You also have another barrier, against competition. Your language is exclusive. None but the profession can understand the nomenclature of a modern drug store. The commonest articles are concealed behind a mass of Latin names and symbols until no one but a pharmacist can sell them. Most professions and occupations call a spade a spade, but you never do. While I suppose this is necessary for the proper classification and designation of the articles, it at the same time works the exclusion of all persons from the business, except such as have mastered a long course of special study. In the business and professional world these things give the pharmacist an enviable position.

Did it ever occur to you that the druggist is a great creator of wealth? Economists have written volumes about the men who create the wealth of the world. They have divided them into two classes. The farmer who plants a few dollars worth of seed in the spring and by adding his toil is enabled to reap a harvest worth a thousand dollars. The mechanic who takes one hundred dollar's worth of raw iron ore and by adding his toil, turns out an engine worth \$10,000.

I want to qualify that principle of economics by adding the druggist to the list of creators of wealth. He can create more wealth in less time than any other man I know of. He takes one cent's worth of one kind of material, one cent's worth of another, a half cent's worth of another, two cent's worth of still another, and by a single twist of the wrist produces a compound worth seventy-five cents. I ask anyone

to point out an instance where so much wealth is produced by so little toil.

The druggists are all right. They do not need our sympathy, but they deserve our admiration and respect. We are all glad that this is a beautiful day. We will see to it that it continues this way through your stay in the city. It will give you a chance to see the beauties of Bloomington, and Bloomington is always anxious to be seen.

I am authorized to say that the city is yours. It is yours during your stay by daylight and by lamplight. You are most welcome. We hope you will be comfortable and happy while here and bear away with you many pleasant memories of Bloomington and her people. (Continued applause.)

The President:—The response to this greatly appreciated address of welcome was to have been delivered by First Vice-President Knoebel, of East St. Louis. As you all know East St. Louis is seriously threatened with great loss by reason of the high water and Mr. Knoebel was compelled to send word at the last moment that he would be unable to attend our meeting. I am therefore going to call upon Mr. Bodemann to respond to Mr. Sterling's address. Mr. Bodemann is well known to all of you and needs no introduction. We will now listen to him.

## RESPONSE TO ADDRESS OF WELCOME.

BY W. BODEMANN.

Mr. Sterling, on behalf of the Illinois Pharmaceutical Association, I thank you most heartily for your kind words. You, as well as the druggists here assembled, will regret very much that Mr. Knoebel is not here to make this responsive talk, as the effort I shall make will be a very *ignoble* one.

Bloomington is indeed a very beautiful city. It is a blooming town, or rather a town of blooming. After all, as Shakespeare says, there is something in a name, and I take it that this welcome, coming from you, Mr. Sterling, is like the English standard of sterling silver—full weight. Even if we did not believe in the value of the name we would freeze on to you, since you have given us the liberty of the city by day and by lamplight. Our boys are noted for getting in their best work by aid of the lamplight, and we may need your help.

You have spoken of the druggist as a creator of wealth and have compared him with the farmer planting a few seeds and harvesting a rich crop. With this comparison I must take exceptions. I do not know of many druggists who have become particularly rich. There are many seeds planted by the druggist in the way of medicine, the harvest of which could hardly be listed as an assessable value.

Illinois druggists should feel at home in Bloomington—the home of Marmon and of Green. The names of these men are linked with the early history of the pharmacy law in this State. They stood up for the law under most trying conditions and the present statute on the subject of pharmacy is a monument to their names, sagacity and shrewd level-headedness.

Again I thank you, Mr. Sterling, for your cordial welcome.

THE PRESIDENT:—The next thing on the program is the annual address of the President. I will ask Vice President Fry to take the chair while I read it.

### PRESIDENT'S ADDRESS.

*To the Members of the Illinois Pharmaceutical Association:*

Another year has been added to the life of our Association and again we are gathered together in our annual meeting, an organization of live, active business men from all parts of this magnificent State, to present for discussion such matters as pertain to our line of business, to hear reports of work done and to lay out and build for the future what our added experience indicates will be for the up-building of our profession. We are in a position as an organization to further the interests of all, whether associated with us in this organization or being of the great number who have so far failed to identify themselves with us.

We have nearly reached the quarter century mark as an organization and can reasonably congratulate ourselves upon having passed through our infancy and childhood. We now stand before the public of this great State as representing something more than a mere name. We represent definite ideas and principles and are something more than a body of men who have met for a good time. We can refer to the past with satisfaction and to the future with confidence; and as sure as the sun rises, if we are true to ourselves, and can induce our fellow druggists, who are not members, to enroll with us, we will be able to protect and build up our chosen profession.

While the past year has not been marked by any unusual or startling condition, yet we believe that the foundation has been laid good and solid for the protection and up-building of our association and the purposes for which we, as an organization, stand.

### OUR ASSOCIATION.

It is with pleasure that we notice the increased interest manifested by the druggists in this organization, of which every one should be proud to be enrolled as a member. During the past year a large number have been added to our membership, which certainly is encouraging, and should stimulate us to renewed efforts in this

direction until, at least, a majority of the registered pharmacists of this State become members. We cannot too strongly urge that every effort be made to accomplish this object and your President recommends that some action be taken during the meeting to increase our membership. If this association can point to a membership of say three thousand (which is not an impossibility) we would find that in any direction in which we might project ourselves, we would meet with respectful attention where we sometimes now meet with only indifference. We would be in a position to use the persuasive force of numbers, so important in legislative and business matters. The individual that represents only himself takes a back seat, but a solidly welded organization, counted by the thousands, and acting as a unit, is invited to the front row and receives consideration in proportion to its members. The A. P. A. last year made extraordinary efforts in this line and we all know the success which crowned its efforts.

Let us make our meeting interesting, avoiding all matters of purely personal character, that would only breed discord, and bring up for consideration, matters of interest to all. Living practical questions that show the 20th Century brand upon them should claim our attention and every member should feel that he has a personal interest in the questions discussed. We believe that more than any one thing, the success of our association depends upon the way we conduct these annual meetings.

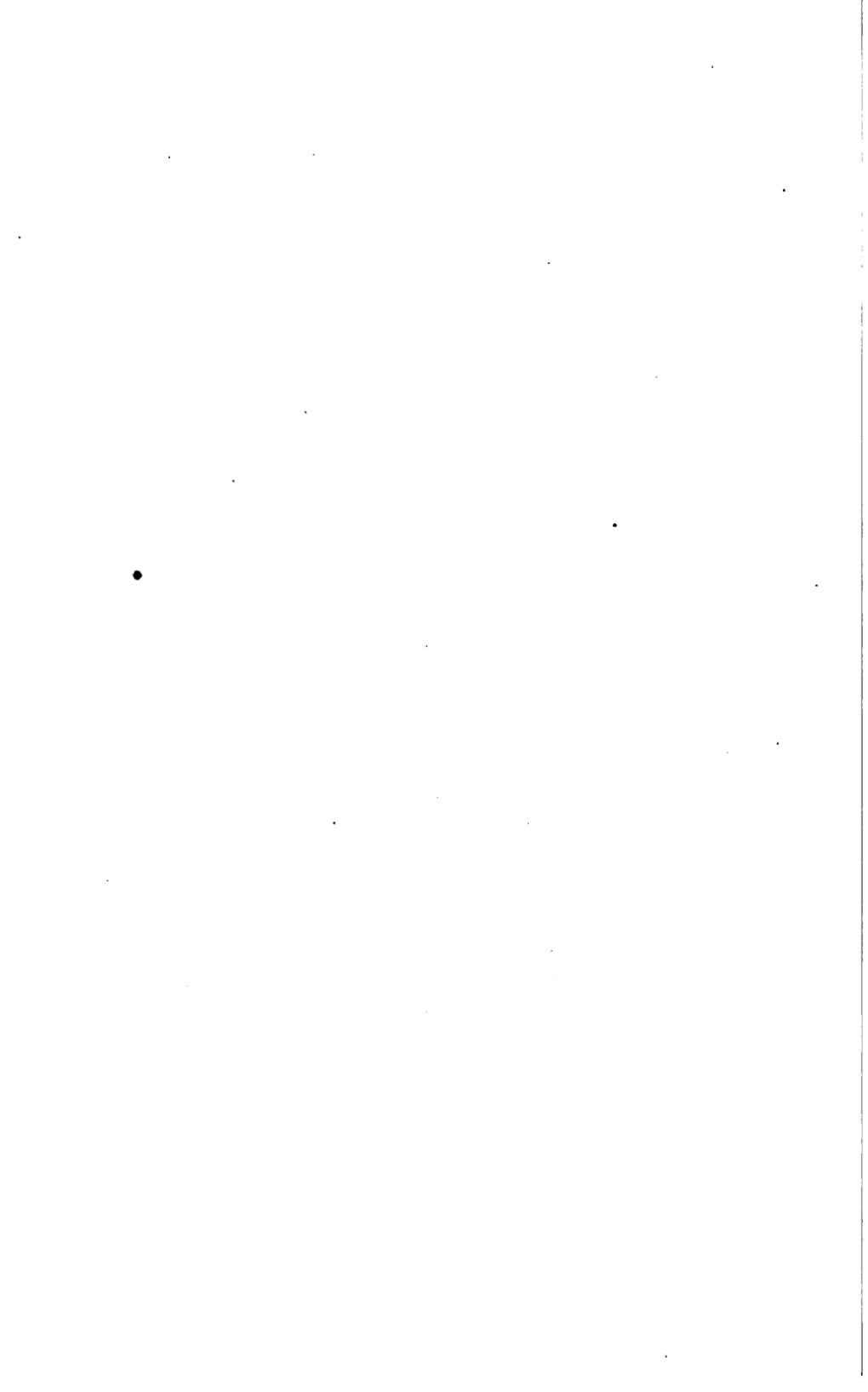
Not all work, nor all play, but a wise distribution of both, and this, it would seem, is what the local committee had in view in arranging the entertainment program. I have no doubt but that we will take with us to our homes pleasant recollections of our visit to this beautiful city.

N. A. R. D.

I wish particularly to call your attention to the heroic efforts made during the past few years by the N. A. R. D. to further the interests of the retail druggists. Nearly, if not all, of the States have some sort of a State organization, but this is the only national organization that represents the business interests of the retail druggists. It is working day and night to better existing conditions and deserves and should have not only the hearty support but the financial aid of every druggist of the United States. That it is meeting with success in its mission, no one can doubt who keeps in touch with its work. If we will unitedly stand by it, we will, I believe, in a very short time be in a position to secure not only fair treatment from the manufacturers and jobbers, but will have their hearty co-operation in all our efforts to confine the sale of medicines to the legitimate distributor, the druggist. Mr. Thos. Wooten, the Secretary, will tell you in his address during our meeting what has been ac-



**H. SWANNELL,**  
**PRESIDENT 1902-03.**



complished during the past year, and what is the outlook for the future.

"The Miles Plan" will be presented to you for consideration and endorsement, which I am confident it will receive. This plan, it is expected, will stop to a great extent the cutting evil which, it is no exaggeration to say, is today the most vital issue that confronts us.

#### REDUCTION OF TAX ON ALCOHOL.

Efforts have been made at various times to secure a reduction of the tax on alcohol. Congress a few years ago passed a bill that was intended to grant a rebate on such as was used in the arts and sciences, and you will doubtless remember that it failed to make any appropriation for the rebate, which with other defects rendered it useless. It was thought then that the discrimination as to its use would render the law so complicated as to be of no value except to the large manufacturer and consequently of little use to the retail druggist. A clean-cut reduction without any qualification, is something tangible and would be of great benefit to the trade. Any reduction we can secure along this line will go largely, if not entirely, into the pocket of the druggist. We are selling articles in which more or less alcohol is used in manufacturing at practically the same prices that prevailed before the war. Alcohol cost then about 30 cents per gallon. The retail price of most of these articles would not be changed if the tax was reduced, and we would reap the benefit in the future, as we have stood the tax in the past. If we can get united action in our State and national association and work with the other interested parties, it is believed we can accomplish this object.

#### CLERKS.

Proprietors of drug stores have for several years been confronted with a scarcity of legal help and the conditions are perhaps worse now than at any time in the past. From the number of graduates annually turned out from the colleges of pharmacy, it would reasonably be presumed that this matter would adjust itself, but such is not the case. If all the proprietors of the drug stores of this State complied strictly with the law, more than half would be compelled to close their doors from sheer inability to secure help such as the law requires. I would suggest that you give this matter the consideration it deserves and see if some relief cannot be secured.

#### THE CLERKS' ASSOCIATION.

This body, through its representatives appeared before the executive committee in Chicago and asked for recognition on the voting cards. After a friendly discussion the matter was referred to the annual meeting. It rests with you, gentlemen, to take such action in

the matter as may seem advisable. The same committees suggested the cutting out of the temporary absence clause of the pharmacy law. You will undoubtedly give this matter your careful consideration.

#### SALE OF COCAINE.

During the past few years the illegitimate sale of cocaine has in some localities assumed alarming proportions, so much so in our own State that the grand jury of Cook County called attention to the evil and suggested that the State Board of Pharmacy take such steps as might be necessary to conform its sale to legitimate use.

A number of the leading druggists of the State met in Chicago and after fully discussing the matter decided to introduce a bill for regulating more strictly the sale of this article, and prevent if possible its indiscriminate sale. I believe that this association will fully sustain us in this matter and that we will have the hearty approval of every reputable druggist in our efforts along this line. You will doubtless remember that Mr. Walter Gale, in his address last year, called your attention to this matter. The legislative committee will in its report inform you of its action along this line and the results.

#### STATE AID TO THE BOARD OF PHARMACY.

This question has been discussed in our meetings on several occasions. The Governor in his message to the Legislature, just adjourned, recommended that an appropriation be made for this purpose. It would seem that the enforcement of the cocaine law will depend largely upon the State Board. This added duty, together with a better enforcement of the law against the unauthorized venders of medicines, will require more money than the Board has at its disposal. In fact, the lack of funds has hampered the Board and prevented it from prosecuting the many gross violations that are known to exist. A bill was prepared making an appropriation as suggested by the Governor but for probably good and sufficient reasons, it was not offered. Whether we continue the fees in the same amount as now, or reduce or increase them, the fact remains that the Board of Pharmacy cannot properly enforce the law with the funds at its disposal. It would be well now to fully consider this matter and arrive at some conclusion that will settle this question.

#### ILLINOIS PHARMACEUTICAL TRAVELERS' ASSOCIATION.

This is a new organization, which as its name indicates, is composed of men closely connected with us in business relations. We are glad to extend to them the hand of friendship and thank them, not only for their attendance here but for their liberal advertising of this meeting, the effect of which is shown by the increased num-

bers here today. Their amusement program will certainly afford us all the recreation we desire.

#### CONCLUSION.

What are we here for—business of course—but also some healthy recreation and from what I have heard whispered about, we will not be disappointed in the latter. The address of welcome could not have been more cordial. The people of Bloomington will, I know, do their best to make our visit pleasant. The entertainment committee will enlighten us as to the good things in store for us and last but not least the Illinois Pharmaceutical Travelers' Association, a new and valuable auxiliary, will, I am sure, add an interest to our meeting, so let us prepare ourselves for a thoroughly good time and thank our stars that our lot for this year was cast in this beautiful city.

Wm. K. FORSYTH, of Chicago—I move you, Mr. Chairman, that this very able address of our President be referred to a committee of three, to report upon the same at a later session.

The motion was carried and the chair appointed as such committee, Wm. K. Forsyth, of Chicago, Paul G. Smith, of Cairo and Charles H. Avery, of Chicago.

On motion of Mr. Forsyth the reading of the minutes of the last annual meeting was dispensed with.

THE PRESIDENT—Next in order is the report of our Secretary, R. N. Dodds.

#### REPORT OF SECRETARY.

Springfield, Ill., June 6, 1903.

To the Members of the Illinois Pharmaceutical Association:

As Secretary of the Illinois Pharmaceutical Association, I have the honor to report as follows:

The year just closed has been the most successful in the history of the association. Not only do the finances continue in good condition, but the interest manifested in our organization is constantly on the increase. This interest is not confined to any one section of the State or any particular class of druggists, but is general. One of the most pleasant features of this increased interest lies in a closer alliance between the association and the organization of retail drug clerks in Chicago, a large number of the latter organization having joined the association during the year and the prospects seem bright for a still larger membership from this source during the coming twelve months. There also seems to be a growing interest in the affairs of our organization by those who keep in touch with legislation affecting the welfare of the druggist and his profession.

The question of finances has ceased to be a source of anxiety to the officers. The time was when it was difficult to pay the actual expenses and have enough left to pay for the printing and distribution of our annual reports. This time, however, is past and we are now able to pay all expenses and printing bills promptly.

In this connection the association desires to thank the firms and individuals who have favored us with their advertisements. Much has been said in opposition to advertising in the reports of State associations by certain trade journals, they maintaining that no benefit whatever is derived from this class of advertising and that it is, what they are pleased to term, a "hold up." I will not here attempt to enter into any discussion upon the subject of advertising, but will dismiss it with the general statement that your Secretary honestly believes that money spent in advertising in our reports, which are distributed all over the State to the largest buyers and the very best element of the trade, is money well spent. If among our advertisers or prospective customers there are any who entertain different views upon this question, suffice it to say that the association does not care for their business.

We now have on our books the names of 926 members. Of this number 645 have paid their dues for the current year and are in good standing at the present time; 97 are in arrears for dues for three years and under the by-laws adopted at our last annual meeting the names of all such who do not pay their dues before the close of the calendar year will be dropped from the roll of membership; 79 owe dues for two years and 105 have not yet paid their dues for the current year.

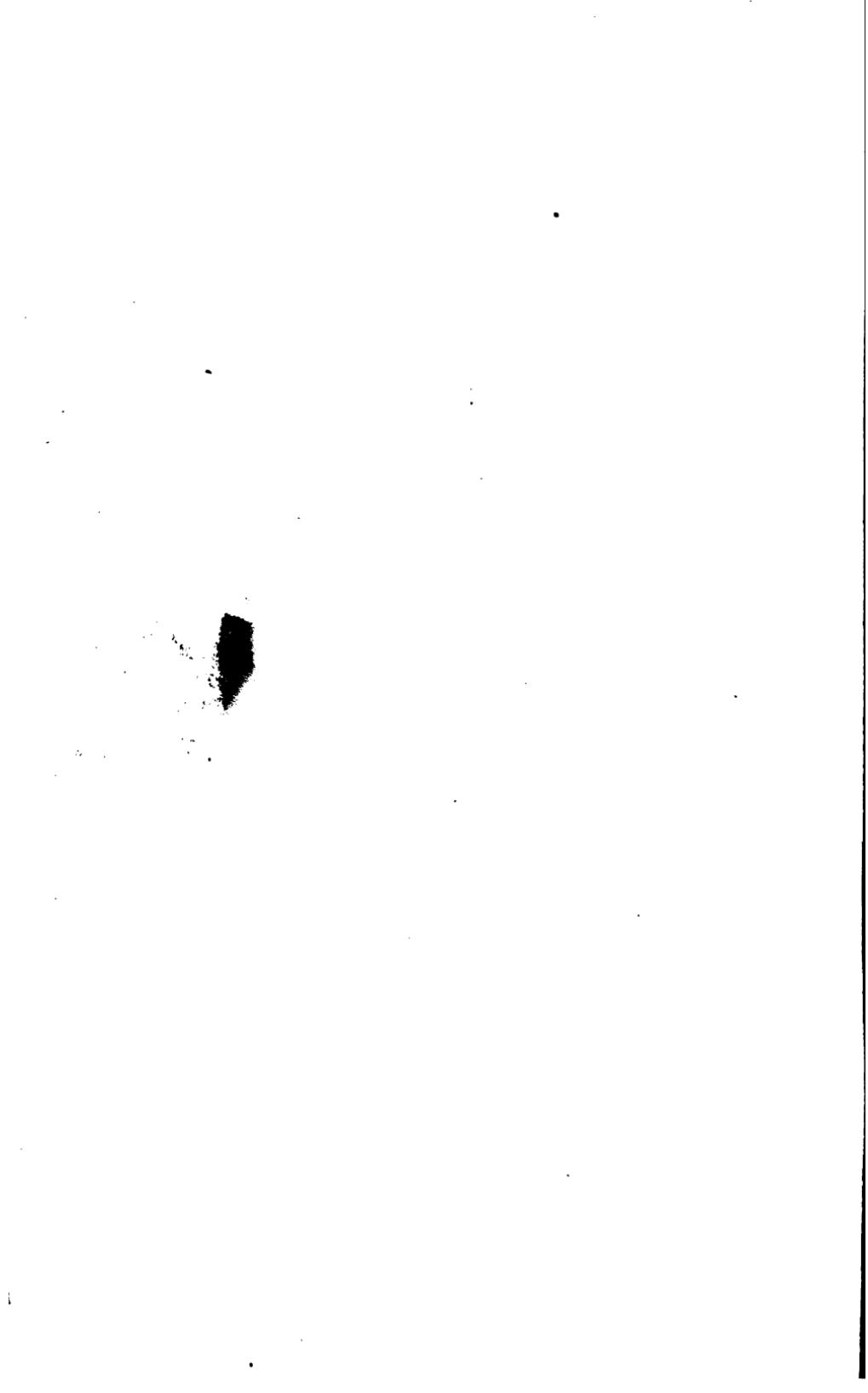
According to reports received, seven members have died since our last annual meeting, as follows: T. S. Campbell, Pinckneyville; S. K. Bodman, Bement; John H. Xelowski, Chicago; Geo. W. Corder, Clinton; John Liess, Jr., Joliet; Thos. Shoemaker, Griggsville and J. F. Mikolasek, Chicago.

During the year 107 new members have been added to our membership and certificates issued to them. Their names follow:

Ahlborn, Frank H., Chicago.	Heidbreder, Frank H., Quincy.
Allcott, Lee P., Jacksonville.	Heidbreder, W. H., Quincy.
Alexander, F. R., Chicago.	Heidbreder, Albert H., Quincy.
Artz, Orlando W., Chicago.	Heidbreder, August H., Quincy.
Aumann, F. C., Chicago.	Heidbreder, Geo. H., Quincy.
Bermele, G. F., Chicago.	Houghton, H. J., Chicago.
Bernbrock, John B., Quincy.	Hollnagel, Chas., Chicago.
Bickelhaupt, H., Edwardsville.	Huffman, Samuel A., Chesterfield.
Brownback, H. O., Ashland.	Hull, Sherman G., Clinton.
Bucholz, V. A., Keensburg.	Irish, Louis J., Sycamore.



R. N. DODDS.  
SECRETARY.



Capps, Geo. B., Vandalia.  
Christensen, F. O., Chicago.  
Coover, Percival V., Jacksonville.  
Cowen, H. S., E. St. Louis.  
Covel, John D., Forreston.  
Corey, H. M., Chicago.  
Coyner, Wm. R., Galesburg.  
Culp, S. W., Morrisonville.  
Davis, W. W., Bement.  
Drake, James M., Paris.  
Erickson, H. E., Chicago.  
Fahrner, Puis M., Joliet.  
Feely, Wm. M., Scottville.  
Fonstein, Boris, Chicago.  
Fry, Herman, Chicago.  
Garver, Christian, Bloomington.  
Garver, J. U., Bloomington.  
Gibion, Otto F., Chicago.  
Goetz, Henry, Chicago.  
Gobble, John P., Scottville.  
Goodner, Jas. F., Richview.  
Gossmann, F. A., Pana.  
Grassly, W. L., Jacksonville.  
Graff, Owen, Jacksonville.  
Haines, Eugene H., Jacksonville.  
Hall, Samuel B., Sullivan.  
Healey, Edw. J., Chicago.  
Herzog, John, Chicago.  
Rice, V., Carterville.  
Robinson, T. V., Stewardson.  
Rodgers, H. L., St. Elmo.  
Sage, Wm. H., Chicago.  
Sauerberg, Einar A., Chicago.  
Schoeneick, Stanislaus, Chicago.  
Scupham, W. C., Chicago.  
Schweitzer, Jos., Chicago.  
Secor, Herbert E., Chicago.  
Seebach, B. G., Peru.  
Shriver, J. H., Virden.  
Smiley, Arthur, Chicago.  
Staga, Aug. H., Chicago.  
Stewart, Jas. A., Chicago.  
Sutton, Chas. E., Chicago.  
Supp, Louis F., Chicago.  
Jones, D. M., Lebanon, Ind.  
Kitch, Jos. P., Macomb.  
Kostka, Henry F., Chicago.  
Kraeger, Carl E., Pekin.  
Kuchner, Gus., DeKalb.  
Lees, E. D., Kewanee.  
Luckritz, Herman O., Chicago.  
Martz, Charles J., Vandalia.  
Mendonsa, J. R., Jacksonville.  
Meyer, C. J., Flora.  
Morey, O. M., Mulberry Grove.  
Mullen, Eugene, Chicago.  
McDonnell, John, Chicago.  
McClintock, W. S., Galva.  
Norling, Alfred W., Galva.  
Obermeyer, J. A., Jacksonville.  
Oldfield, Edwin L., Chicago.  
Oswald, Jos., Jacksonville.  
Paus, Chas., Chicago.  
Pate, L. F., Shelbyville.  
Palmer, Samuel W., Sullivan.  
Parks, J. W., Anna.  
Parks, George C., Anna.  
Parks, W. W., DuQuoin.  
Parsons, Nathan S., Kewanee.  
Pellett, Wm. S., Thebes.  
Qualies, Iver L., Chicago.  
Rennen, Wm. A., Chicago.  
Swingle, Dillon, Jacksonville.  
Taylor, Z. T., Elkhart.  
Thompson, J. B., Jacksonville.  
Thayer, Chas. A., Chicago.  
Vadakin, Jas. H., Bethany.  
Warren, Otis W., Tower Hill.  
Weld, Russell, Elgin.  
Weimer, Geo. A., Lemont.  
Weaver, Chas. R., Bloomington.  
Weydell, K. A., Chicago.  
Weber, J. A., Pekin.  
Wilson, C. B., Chicago.  
Wittmann, G. A., Pana.  
Wysocki, Edward, Chicago.  
Wyman, Warren L., Belvidere.

## PROCEEDINGS OF THE

The receipts since my last report have been \$1,216.62 and the disbursements have amounted to \$1,007.45. Following is a detail of the receipts and disbursements:

## RECEIPTS.

From dues.....	\$712 00
From advertising.....	480 00
Interest collected by Treasurer.....	24 62
Total .....	\$1,216 62

## DISBURSEMENTS.

Voucher No.	
124	Thos. Knoebel, prize essay.....
125	N. A. R. D., contribution.....
126	Walter H. Gale, Chicago, printing, postage and miscellaneous, account 23d annual meeting.....
127	R. N. Dodds, Secretary, postage and express.....
128	Mrs. Mary E. Stuart, Springfield, writing letters for Secretary .....
129	Illinois State Journal Co., Springfield, printing 23d annual report, envelopes and stationery.....
130	K. F. Briggs, assistance rendered Secretary.....
131	H. W. Rokker Co., Springfield, printing and stationery...
132	Illinois State Journal Co., Springfield, printing circulars
133	R. N. Dodds, Secretary, salary from June 1, 1902 to Dec. 1, 1902.....
134	R. N. Dodds, Secretary, postage.....
135	R. N. Dodds, Secretary, postage.....
136	Chris Garver, Bloomington, on account of money advanced for special agent at 24th annual meeting.....
137	Pantagraph Printing & Stationery Co., Bloomington, 1,000 membership certificates.....
138	H. W. Rokker Co., Springfield, printing and stationery...
139	R. N. Dodds, Secretary, postage and express.....
140	Mrs. A. W. McPherson, Springfield, sending out dues notices, collecting dues and sending out voting cards..
141	Addie B. Briggs, Springfield, writing letters and addressing envelopes for Secretary.....
142	R. N. Dodds, Secretary, salary from Dec. 1, 1902 to June 1, 1903.....
143	R. N. Dodds, Secretary, postage and expressage.....
	Total .....
	\$1,007 45

The thanks of the association are due the editors of the various trade journals for complimentary copies of their regular editions.

Respectfully submitted,

R. N. DODDS, *Secretary.*

MR. BODEMANN—As soon as the report of the Treasurer is read I shall make a motion for the appointment of a committee of three to which to refer the reports of the Secretary and Treasurer.

THE PRESIDENT—We will now receive the report of Treasurer Bartells.

### REPORT OF TREASURER.

Camp Point, Ill., June 5, 1903.

*To the President and Members of the Illinois Pharmaceutical Association:*

I have the pleasure of presenting to you herewith my report as Treasurer of this association for the year beginning May 16, 1902 and ending June 5, 1903. This has been a very successful year as far as finances are concerned, which is proven by the increased balance on hand. Our balance last year was over seven hundred dollars; this year it is over nine hundred dollars, almost reaching a thousand. No credit is due your Treasurer for this condition of things, but it belongs to our efficient Secretary, R. N. Dodds.

I would recommend that enough money be added to our permanent fund to make the sum five hundred dollars. It is very difficult to invest \$350 as the sum is too small, and I have only been able to get 3½ per cent for long time deposits in a savings bank.

I would also recommend that hereafter the bond of the Treasurer be fixed at \$1,500, instead of \$1,000, since we now have more than the latter amount in the treasury.

Following is a statement of my receipts and payments:

*Dr.*

1902

May 16,	To cash on hand.....	\$755 83
Aug. 24,	To cash, R. N. Dodds, Secretary .....	61 50
Sept. 18,	To cash, R. N. Dodds, Secretary .....	242 45
Nov. 11,	To interest on fund .....	7 00
Nov. 29,	To cash, R. N. Dodds, Secretary .....	187 75

1903.

Jan. 20,	To cash, R. N. Dodds, Secretary .....	480 30
April 11,	To cash, R. N. Dodds, Secretary .....	10 00
May 11,	To interest on Deposit fund .....	17 62

May 21, To cash, R. N. Dodds, Secretary .....	60 00
June 5, To cash, R. N. Dodds, Secretary .....	150 00
	<hr/>
	\$1,972 45

Cr.

1902.

May 24, Paid voucher No. 124 .....	\$ 15 00
May 30, " " " 125 .....	201 00
June 21, " " " 126 .....	14 25
Aug. 24, " " " 127 .....	47 00
Aug. 24, " " " 128 .....	14 50
Sept. 18, " " " 129 .....	227 45
Sept. 18, " " " 130 .....	15 00
Nov. 29, " " " 131 .....	24 00
Nov. 29, " " " 132 .....	8 75
Nov. 29, " " " 133 .....	150 00
Nov. 29, " " " 134 .....	5 00

1903.

April 11, " " " 135 .....	10 00
April 11, " " " 136 .....	11 00
May 21, " " " 137 .....	15 50
May 21, " " " 138 .....	50 00
May 21, " " " 139 .....	10 00
June 5, " " " 140 .....	27 00
June 5, " " " 141 .....	7 00
June 5, " " " 142 .....	150 00
June 5, " " " 143 .....	5 00
Cash on hand .....	<hr/> 965 00

\$1,972 45

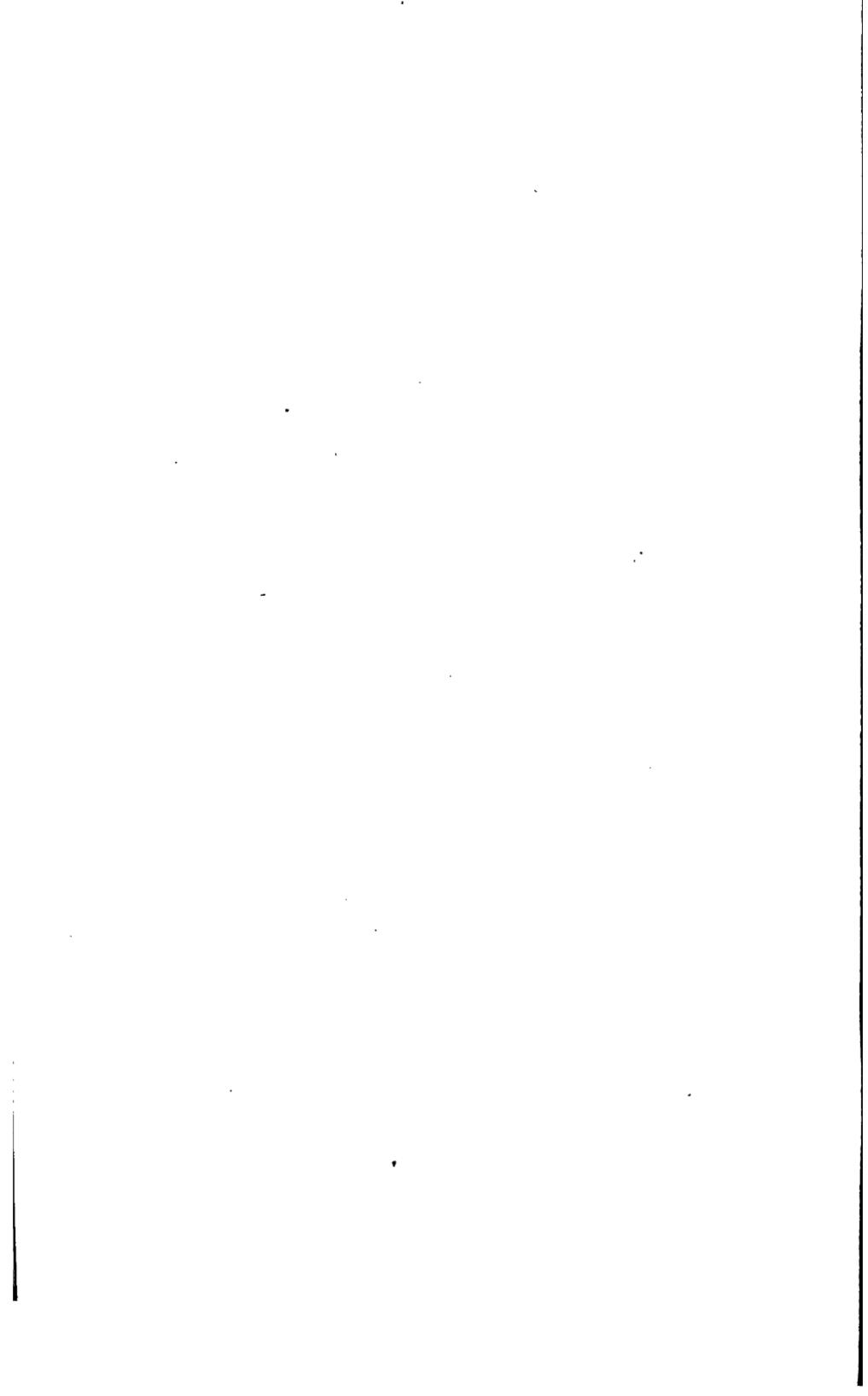
MR. BODEMANN—I now move you, Mr. President, that a committee of three be appointed to which to refer the reports of our Secretary and Treasurer for examination and report thereon.

The motion was duly carried and the President appointed the following committee: W. Bodemann, E. R. Bond, of Ohio, and Louis F. Stuebe, of Danville.

THE PRESIDENT—We have now reached the order of reports of standing committees. There are four of these committees. The first on the program is the report of the Executive Committee.



GEO. C. BARTELLS,  
**TREASURER.**



## REPORT OF EXECUTIVE COMMITTEE.

*To the Members of the Illinois Pharmaceutical Association:*

The executive committee met at the rooms of the Northwestern University in Chicago on Monday, November 17, 1902, the following members being present in person:

Walter H. Gale, Charles H. Avery, Harry Houghton, John J. Boehm, John I. Straw, E. J. Murbach, Iver L. Quales and Herman Fry, all of Chicago; B. A. Tyler, Evanston; J. H. Keeling, Rockford; L. F. Stuebe, Danville; C. F. Prickett, Centralia, and R. N. Dodds, Secretary, Springfield.

The following members were represented by proxy:

A. S. Wright, Woodstock; W. G. Ullemeyer, Rock Island; Fritz Lueder, Peoria; J. A. Obermeyer, Jacksonville; T. C. Loehr, Carlinville and Paul G. Schuh, Cairo.

In the absence of President Swannell, who was unable to attend on account of illness, Mr. Walter H. Gale was chosen to preside over the meeting.

By invitation of Second Vice-President Fry a large number of traveling men interested in the drug trade were present for the purpose of considering the advisability of forming a Traveling Men's Auxiliary to the State association. After a lengthy informal discussion it was decided by the representatives present to form an organization of this character, Second Vice-President Fry being appointed by the executive committee to represent the association in any matters which might arise affecting its interests.

Messrs. Edward J. Healey, Joseph Schweitzer and Wm. H. Sage, representing the Chicago Drug Clerks' Association, appeared before the committee and asked that at least one of the members of their association be placed upon the voting card for 1903, as a representative of the drug clerks. These gentlemen were told that in making up the voting card no organization, other than the Illinois Pharmaceutical Association, was recognized; that the names for the voting card were selected by the members of the executive committee, none but members of the association being recommended. They then practically withdrew their request, promising to exercise their influence in having their membership join the State association in order that they may be in a position to be recognized in the future.

Mr. Isaac B. Kronberger, of Chicago, also appeared before the committee in regard to having the State Board of Pharmacy specify in its annual report the names of the registered pharmacists of the State who are proprietors and those who are clerks. He also advocated that steps be taken by the State Board of Pharmacy to ascertain if a number of certificates of deceased pharmacists are not being held illegally by incompetent persons. Mr. Kronberger's sug-

gestions were accepted by the committee, and on motion it was ordered that they be communicated to the State Board of Pharmacy.

On motion of Mr. Straw the invitation of the McLean County Druggists' Association to hold the next annual meeting of the association in Bloomington was accepted, the time of the meeting being left to the President and Secretary and McLean County Druggists' Association.

The subject for next year's Prize Essay was left to the judgment of the President and Secretary.

On motion of Mr. Keeling the Secretary was instructed to ask each member of the executive committee to recommend two names for the 1903 voting card, and in the event of failure to reply, that the Secretary select such names from the membership of the association.

On motion of Mr. Straw the Secretary was instructed to communicate to President Swannell the sympathy of the committee and express to him its hope for his early recovery.

There being no further business before the committee, it adjourned to meet at the call of the President.

Respectfully submitted,

R. N. DODDS,  
*Secretary.*

The report of the committee was adopted, and then the following report was received from the committee on Board of Pharmacy Records:

#### REPORT OF COMMITTEE ON BOARD OF PHARMACY RECORDS.

*To the Members of the Illinois Pharmaceutical Association:*

Your committee on Board of Pharmacy Records begs leave to submit the following report:

The records of the office are well kept, and as the committee made no attempt to audit and verify the reports of the Treasurer and chairman of the committee on complaints and prosecutions, we here-with offer the report of S. Wade Hunt, Public Accountant and Auditor, as to the correctness of the accounts and records of the State Board of Pharmacy, for the year ending December, 1902.

January 17, 1903.

*"To the State Board of Pharmacy, Springfield, Ill.:*

GENTLEMEN—In accordance with your instructions, I have made a thorough audit of the books of account and records of the State Board of Pharmacy, for the fiscal year ending December 30, 1902.

I have audited and verified the report of the Treasurer, including receipts and disbursements of cash, and of the balance on hand

December 30, 1902, also report of the chairman of committee on complaints and prosecutions of all cases prosecuted, fines collected, appeals taken and of dismissals.

I hereby certify to the correctness of all mentioned above.

Very respectfully yours,

S. WADE HUNT,  
*Public Accountant and Auditor."*

The receipts of the office for the year ending December 13, 1902, were \$15,252.90, and the expenditures for the same time were \$13,717.10, leaving a net balance of \$1,535.80. The balance on hand at the close of the year 1901 was \$1,912.63, making a total cash balance on hand December 31, 1902, of \$3,448.43.

For the year the records show 4,818 registered pharmacists, 1,089 registered assistant pharmacists, and 438 apprentices.

We herewith submit statements of receipts and expenditures:

#### STATEMENT OF RECEIPTS.

##### *Registered Pharmacists by Examination.*

1902.

January .....	\$ 60 00
February .....	305 00
March .....	10 00
April .....	10 00
May .....	260 00
June .....	80 00
July .....	10 00
August .....	135 00
September .....	55 00
October .....	85 00
November .....	85 00
December .....	5 00
	————— \$ 1,100 00

##### *Registered Pharmacists, Five Years' Experience.*

January .....	\$ 35 00
February .....	70 00
March .....	15 00
May .....	65 00
June .....	40 00
August .....	25 00
September .....	25 00
October .....	45 00
November .....	20 00
December .....	10 00
	————— \$ 350 00

## PROCEEDINGS OF THE

*Registered Pharmacists Renewals.*

January .....	\$ 5,730 00
February .....	364 50
March .....	387 00
April .....	120 00
May .....	87 00
June .....	18 00
July .....	22 50
August .....	10 50
September .....	18 00
October .....	10 50
November .....	7 50
December .....	16 50
	————— \$ 6,792 00

*Assistant Pharmacists Examinations.*

January .....	\$ 10 00
February .....	155 00
March .....	10 00
May .....	220 00
June .....	115 00
July .....	20 00
August .....	90 00
September .....	30 00
October .....	35 00
November .....	30 00
	————— \$ 715 00

*Assistant Pharmacists Renewals.*

January .....	\$ 786 00
February .....	48 00
March .....	54 00
April .....	26 00
May .....	20 00
June .....	2 00
July .....	3 00
August .....	1 00
September .....	2 00
October .....	1 00
November .....	1 00
December .....	2 00
	————— \$ 946 00

*Apprentices.*

January .....	\$ 54 00
February .....	98 00
April .....	138 00
May .....	116 00
June .....	148 00
August .....	108 00
September .....	2 00
October .....	112 00
November .....	100 00
	————— \$ 876 00

*Applications Filed R. P. and A. P.*

January .....	\$ 470 00
February .....	245 00
March .....	90 00
April .....	555 00
May .....	280 00
June .....	45 00
July .....	55 00
August .....	370 00
September .....	100 00
October .....	80 00
November .....	235 00
December .....	20 00
	————— \$ 2,545 00

*Delinquents.*

January .....	\$ 26 50
February .....	17 50
March .....	21 00
April .....	32 00
May .....	16 50
June .....	5 50
July .....	25 00
August .....	10 50
September .....	20 50
October .....	9 00
November .....	3 00
December .....	28 00
	————— \$ 215 00

*Fines, Cook County.*

June .....	\$ 512 00
December .....	712 00
	————— \$ 1,224 00

*Fines Outside Cook County.*

December .....	\$ 489 90
	—————\$ 489 90
January .....	\$7,171 50
February .....	1,303 00
March .....	587 00
April .....	881 00
May .....	1,064 50
June .....	965 50
July .....	135 50
August .....	750 00
September .....	252 50
October .....	377 50
November .....	481 50
December .....	1,283 40
	—————\$15,252 90

*Expenditures.*

January .....	\$2,638 39
February .....	1,239 26
March .....	645 48
April .....	1,273 87
May .....	1,115 36
June .....	619 55
July .....	606 06
August .....	1,529 97
September .....	608 97
October .....	1,571 53
November .....	1,097 42
December .....	771 24
	—————\$13,717 10

*Recapitulation of Receipts.*

Registered pharmacists by examination .....	\$ 1,100 00
Registered pharmacists by time service .....	350 00
Assistant pharmacists by examination.....	715 00
Registered pharmacists by renewals.....	6,792 00
Assistant pharmacists by renewals .....	946 00
Delinquents .....	215 00
Apprentices .....	876 00
Applications filed .....	2,545 00
Fines collected, Cook county .....	1,224 00
Fines collected outside Cook county .....	489 90
	—————\$15,252 90
Balance on hand December 31, 1901.....	1,912 63
	—————\$17,165 53

*Expenditures.*

Salaries, members of board, secretary and assistants.....	\$ 7,343 34
Expenses, members of board and secretary.....	1,765 95
Blank books, stationery and supplies .....	412 00
Printing .....	211 00
Postage .....	461 00
Expressage .....	27 87
Telegraph and telephone .....	55 83
Miscellaneous .....	751 09
Committee on complaints and prosecutions.....	2,688 17
Exchanges .....	85
	_____
	\$13,717 10

Total net balance for the year 1902..... \$3,448 43

Respectfully submitted,

THOS. KNOEBEL.  
W. O. STEINMEYER,  
E. M. KNOWLTON  
*Committee.*

THE PRESIDENT—You have heard the report of the committee. What is your pleasure?

On motion of Mr. Forsyth the report was adopted without debate.

THE PRESIDENT—We will now listen to the report of the legislative committee.

### REPORT OF LEGISLATIVE COMMITTEE.

*To the Members of the Illinois Pharmaceutical Association:*

Your committee on legislation has the honor to submit the following report:

At our annual meeting a year ago the incoming legislative committee was instructed in its duties as follows:

1. To have what is known as the "Cocaine" law taken from the criminal code and put under the jurisdiction of the State Board of Pharmacy.

2. To have the following proviso stricken from section 1 of the pharmacy act: Provided, That nothing in this act shall apply to the sale of patent or proprietary preparations, when sold in original and unbroken packages.

3. That the annual renewal fee of State Board of Pharmacy certificates be fixed at 25 cents, in case an appropriation can be secured from the State sufficient to meet the expenses of the board.

It was represented to your committee that the present cocaine law, which is a part of the criminal code, is not drastic enough in some of its features, that evasions of it are an easy matter, and that in taking it from the criminal code and placing it under the jurisdiction of the State Board of Pharmacy, it should be materially strengthened. Accordingly a meeting was held at the Palmer house in Chicago in the month of February, at which the matter was discussed in all its bearings and a committee of Chicago druggists, thoroughly conversant with the cocaine nuisance, was appointed to draft two new sections to regulate the sale and distribution of the drug. These new sections were received by your committee in due course and were put in the shape of an amendment to the present pharmacy act, rather than as a bill for a new and independent act.

The bill was introduced in the Senate by Senator Humphrey on March 17 and became known as the "dope" bill. No particular objection was encountered in either branch of the General Assembly, but a number of members wanted to know before voting upon it whether the bill in any way restricted the sale of patent medicines. The bill passed the house May 6, was signed by Governor Yates May 13 and will become a law July 1. It adds two new sections to the pharmacy act—14a and 14b—as follows:

14a. That it shall not be lawful for any druggist or other person to retail or sell or give away any cocaine hydro-chlorate, or any salts of or any compound of cocaine, or any preparation containing cocaine, or any salts of or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, licensed under the laws of the State, which prescription shall only be filled once, and must have written plainly upon it the name and address of the patient. Provided, That the provisions of this section shall not apply to sales at wholesale by any manufacturer or wholesale dealer, who shall sell to the retail druggist, or other person so sold, as original packages only, when such manufacturer or wholesale dealer shall have affixed to each box, bottle or package containing such cocaine hydro-chlorate, or salts or compounds of cocaine, or preparations containing cocaine, a label specifically setting forth the proportion of cocaine contained therein.

14b. Any druggist or other person who shall retail or sell any cocaine hydro-chlorate, or salts or compounds of cocaine, or any preparation containing cocaine, or salts or compounds thereof, in violation of this act, and any druggist or other person who shall prescribe any cocaine hydro-chlorate, or salts or compounds of cocaine, or any preparation containing cocaine, or salts or compounds thereof, to any person addicted to the habitual use of cocaine, or any preparation or compound thereof in any form, shall, for the first offense, be fined the sum of not less than fifty dollars nor more than two hundred dol-

lars, and for each subsequent offense not less than two hundred dollars nor more than one thousand dollars, and if the person so offending shall have a license as a physician, dentist or pharmacist, such license shall be revoked.

The act also repeals sections 63a and 63b of the criminal code, thus putting the whole cocaine question under the jurisdiction of the State Board of Pharmacy.

Your committee will not attempt here to go into the details of the new regulations upon the subject of cocaine, but will leave that for the discussion of the association.

No attempt was made by your committee to press the second instruction for legislative enactment. This instruction was, to have eliminated from the pharmacy act the proviso that nothing in section one shall apply to the sale of patent or proprietary preparations when sold in original and unbroken packages.

The reasons for not pressing this matter were these: As above stated, several members of both branches of the legislature wanted to know if the cocaine bill interfered in any way with the sale of patent medicines, intimating that if it did they would oppose its passage and defeat it, if possible. With this sentiment prevailing, even though it might not have been sufficient to defeat the passage of a bill striking out the proviso referred to, your committee did not deem it wise to undertake to put such a bill through. It necessarily would have been in the shape of an amendment to the pharmacy act, which might have endangered the passage of the cocaine amendment.

Upon the instruction of securing an appropriation for the State Board of Pharmacy your committee made careful inquiry of the chairman of the house and senate appropriation committees as to how such a request would be treated in his committee. A very encouraging report was received from one chairman, while the other stated it as his opinion that under no circumstances would his committee consent to such an appropriation. With these conflicting reports your committee hesitated before having such a bill introduced and consulted with some influential men, not members of the legislature, but thoroughly conversant with legislative matters, as to the advisability of such action. These men advised that no attempt be made to get an appropriation from the Forty-third General Assembly, believing it unwise and possibly tending to the repeal of the pharmacy act. Therefore nothing was done in the matter and your committee now feels that no mistake was made in deferring action upon this question for two years. The appropriations by the last General Assembly exceeded sixteen millions of dollars and had a bill been introduced for an appropriation for the State Board of Phar-

macy the consideration of it would in all probability have subjected the Board to criticism, which your committee was anxious to avoid.

Respectfully submitted,

C. A. PURDUNN,

F. R. MILNOR,

R. N. DODDS,

*Committee.*

On motion the report of the committee was unanimously adopted.

THE PRESIDENT—It has been suggested that the report of the committee on trade interests be passed until tomorrow morning, and if there are no objections, and the chair hears none, it will be so ordered.

The last thing on our program for this afternoon is the report of the local committee, by its Secretary, Christian Garver. I am sure all of us will be particularly interested in this report.

#### REPORT OF LOCAL COMMITTEE.

The report of the local committee necessarily will be brief. Shortly after being notified by President Swannell that the association had selected Bloomington as the place in which to hold its twenty-fourth annual meeting our druggists got together and selected June 9-11 as the dates for the meeting. Later on, after consultation with your President and Secretary, the necessary committees were appointed to carry out the plans we had formulated for your entertainment.

Our druggists are a unit in bespeaking for you a well-attended and profitable meeting, feeling that your success as an association means our success as business men.

Tonight at Cooper parlors a complimentary banquet will be tendered the visiting druggists. When I say "visiting druggists" I mean also the wives and families of visiting druggists. All are invited and expected to attend. The banquet will be followed by a short program of toasts, which I feel sure will be enjoyed by all. Tomorrow evening an automobile ride about our city has been provided for the ladies. After adjournment this afternoon we would be pleased to have you step over and take a look at our new court house, of which we are all very proud. I am also authorized by the managing officials of the Elks' lodge to tender you an invitation to call at their rooms often during your stay in Bloomington and make yourselves perfectly at home. We are glad of this opportunity to show you what we think is the best city in central Illinois.

Inasmuch as I may not have another opportunity during your meeting, I want to here publicly thank, in the name of our local

druggists, the following firms and individuals for liberal contributions to our expense fund:

Barker, Wheeler & Co., Colburn, Birks & Co., Daniel Stewart & Co., Morrisson, Plummer & Co., Potter Drug Co., Dr. Miles Medical Co., Berdan & Co., Dr. Kilmer & Co., J. T. S. Brown & Sons, Moffitt-West Drug Co., Wakefield Medicine Co., Paul F. Beich, Fuller & Fuller Co., Kiefer Drug Co., Bauer & Black, Fairchild & Foster, The Maltine Co., Randolph Box and Label Co., S. R. Fiel Co., Western Bottle Mfg. Co., Allaire, Woodward & Co., F. C. Schapper, Meyer Bros.' Drug Co., California Fig Syrup Co., Sharpe & Dohme, Parke, Davis & Co., Gerts, Lumbard & Co., Graham Soap Co., Seven Sutherland Sisters, W. H. Mills, Ed Valentine, Irondequoit Wine Co., Breitenbach Co., Solon Palmer, Allan Pfeiffer Chemical Co., Foley & Co., Ed L. Conner, Stein Gray Drug Co., Hirsch & Bendheim, J. H. Todd, Loar Medicine Co., Duroy & Haines Co., Wm. A. Stickney Cigar Co., Fay Lewis & Bros., United States Playing Card Co., Horlick Food Co., Paris Medicine Co., Kondon Mfg. Co., Newman & Ullman, Hamlin's Wizard Oil Co., American Wine Co., Chamberlain Medicine Co., Daybrook's Perfume Co.

Respectfully submitted,

CHRISTIAN GARVER,  
*Local Secretary.*

THE PRESIDENT—If there is nothing further to come before us at this session we will now take an adjournment until 9 o'clock tomorrow morning.

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## SECOND SESSION.

The association reconvened Wednesday morning at 9 o'clock, President Swannell in the chair.

THE PRESIDENT—Yesterday afternoon the report of the committee on trade interests was postponed until this morning. We will now hear from Mr. Gale, the chairman of the committee.

## REPORT OF COMMITTEE ON TRADE INTERESTS.

The subject of trade interests may be construed to relate not only to the actual buying and selling of merchandise, but to embrace all the varied factors which have a more or less direct bearing on the interests of the drug trade.

It is not the purpose of your committee to attempt any detailed report as to the conditions of trade throughout the State, further than to say that it is on the whole, extremely satisfactory; nor does your committee feel competent to offer nor be called upon to give any profound advice in regard to the betterment of these condi-

tions. There are, however, some points which it is felt will be of general interest and which it is hoped may lead to such discussion on the floor of this convention as will send us home with something practical to think about.

#### AFFAIRS IN CHICAGO.

Before taking up these points, a few words on the trade conditions which have prevailed in Chicago during the last year, will undoubtedly be of interest. The fact that prices there, are at present much demoralized, would lead one, not familiar with the situation, to feel that organized effort looking toward better trade conditions in that city had signally failed. Such is not the case. In fact the extremely low prices which there prevail, are the best evidence that the situation is still in the control of strong hands. After prices had been upheld almost universally for a long time as you all know, there developed dissatisfaction in certain quarters owing to various causes. Some were probably influenced by the fact that down-town merchants were allowed a differential; in other words their schedule was lower, which gave them an undue advantage. Some doubtless reasoned that if they cut and others did not, they would get more trade. There were some who realized and feared the growing power of the local and national associations and thought by aggressively antagonizing us to crush us before it was too late.

The advantages which accrue to an establishment through price cutting on proprietary goods are two-fold. First.—Increased trade, carrying with it a profit, although perhaps a small one. Second.—Advertisement, as making low prices on articles of known selling price, leads to the inference that everything offered is equally cheap. Recognizing these facts, when it was apparent that the proper time had arrived, the prices were forced down throughout the city to a very low point and this fact well advertised, with the result that aggressive price cutting has brought no advertising prestige to the large merchants, nor are they able to make a satisfactory profit on what they do sell, in many instances being obliged to face the alternative of selling below cost or allowing themselves to be undersold, neither of which is to their liking. While these conditions are deplorable, they are neither alarming nor discouraging, as it had been plainly seen since the inauguration some years ago of the local movement in Chicago that probably no lasting peace could be secured except at the end of a drug war, and it is a cause of congratulation that this war was postponed until the practicability and advantages of a price schedule had been thoroughly established. Everyone now knows what he is fighting for and how great the benefits of victory will be, and that the result will be victory no one can doubt, who knows the metal of the Chicago druggists.

**RELATIONS WITH PHYSICIANS.**

A short time ago some fifty druggists of Hyde Park gave a banquet at the Chicago Beach Hotel, to which 100 doctors were invited. The object of this banquet was to establish closer relations between the two professions. The line of thought followed was similar to that embraced in the agreement between the physicians and pharmacists of Springfield, which was published on page 73 of the report of the proceedings of this association two years ago, and is worthy to serve as a model for all work of this kind. The subjects under discussion were live ones, the papers read were full of practical suggestions and the spirit of co-operation, confidence and mutual respect engendered was most gratifying and will no doubt redound to the permanent advantage of both the physicians and druggists of that section.

Your committee wishes to present a few of the subjects there discussed and recommend that they be taken up by this association for your thoughtful consideration. It further recommends that similar movements be inaugurated all over the State, to the end that many of the unnecessary and burdensome evils of our profession may be lessened or eliminated by a campaign of education and intelligent co-operation with our friends, the physicians.

These subjects are here but briefly outlined, the train of thought in each instance being simply started, and it is unnecessary to consume the time of this association in enumerating in detail the points, facts and arguments already so familiar to all.

**SELF DISPENSING BY THE PHYSICIAN—WHAT ADVANTAGES AND DISADVANTAGES DOES IT POSSESS?**

The saving of time, economy to the patient.

Making the case fit the remedy, not the remedy the case.

The narrowing of the number of remedies at command.

The substitution of the remedy at hand for some other which better judgment would dictate, etc.

**THE TABLET TRITURATE EVIL.**

All the above evils—the uncertainty of medication, etc., etc.

**PRESCRIBING OF PROPRIETARY PREPARATIONS.**

Lack of knowledge as to constituents.

Popularizing them to the palpable disadvantage of the physician.

Placing heavy financial burden on both pharmacist and patient.

**PRESCRIBING NATIONAL FORMULARY PREPARATIONS.**

Something the druggist can make and the physician can know about.

In this connection a prominent druggist had on exhibition a number of preparations beautifully made according to the National

Formulary, which were very convincing as to their superiority over proprietary preparations, both from a commercial and ethical point of view.

#### PHENACETINE VERSUS ACETANILID.

Educate the physician to the fact that they are almost identical with the advantage, medicinally, in favor of acetanilid—let him know that you oppose phenacetine because it is monopoly and costs twenty times what it should.

#### ANTI-KAMNIA VERSUS ACETANILID COMPOUND.

Comment is superfluous.

#### COUNTER PRESCRIBING—ITS ADVANTAGES.

If any, to the druggist—its injustice to the physician—its injustice to the patient.

#### REFILLING PRESCRIPTIONS AND GIVING COPIES.

Have an understanding with your physician that his wishes when expressed will be regarded.

#### HONESTY IN FILLING PRESCRIPTIONS.

Few druggists are other than strictly honest and trustworthy. There is probably no other calling where the opportunities for substitution and other forms of dishonesty are so abundant and so difficult of discovery, but nevertheless druggists as a class are men of honor and integrity.

The foregoing subjects cover practically the entire range of common ground between the physician and the druggist and afford a prolific and profitable field for exploitation and co-operation along the lines followed by the Hyde Park druggists.

If in every community in this State a similar movement were inaugurated and followed up we would get fewer prescriptions for Syrup of Figs, Fellow's Syrup of Hypophosphites, Castoria, Hood's Sarsaparilla, etc., and the counter prescribing druggist, the self-dispensing physician, the tablet triturate evil, the phenacetine robbery and the anti-kamnia "con" game would be relegated to the shores of oblivion where they belong.

#### CERTAIN PHARMACEUTICAL HOUSES.

While it should be our aim to discourage so far as possible the prescribing of proprietary preparations, yet so long as doctors prescribe them, let us fill such prescriptions with the genuine article.

As you all know certain pharmaceutical houses make preparations resembling in taste and appearance, at least, certain proprietary ones, which, be it said to their credit, they are ashamed to list, but which their representatives are instructed to exploit, as being the same as this, that, or the other thing, not with a view of suggesting to the druggist dishonest substitution, of course. The druggist who sub-

stitutes these preparations in prescriptions without the knowledge and consent of the physician is a rogue; the manufacturer who markets these preparations with the knowledge, the expectation and the suggestion that the druggist so substitute is a rascal. He would pose as being honest, yet he would incite the druggist to dishonesty. Nor is that the extent of his offense against decency. After selling the druggist these preparations the same house will send another set of men out among the doctors, to solicit their orders for tablet tributes, etc., urging them to dispense their own medicines, as druggists are dishonest, in fact, they are prepared to say of their own knowledge that druggists make a practice of buying imitation proprietary preparations in bulk which they substitute for the genuine in prescriptions.

Does the Illinois Pharmaceutical Association approve of these methods and these people?

#### NARCOTICS.

Our calling not only permits, but carries with it the obligation that we should deal in soul destroying drugs, and much unjust stigma attaches to the profession thereby, because we have within our ranks some few, so lost to manhood that they sell these things under such circumstances and to such people as makes it a crime against God, themselves and their fellow man.

As representative of the druggists of this State we owe it to ourselves, no less than to the commonwealth, that we constantly go on record as bitterly opposed to this practice.

It should be a source of pride to every druggist in the State that the recently enacted law which it is hoped may tend to curb this crime, is a direct result of our initiative. In other words, this law was not forced upon us, but was passed at our request. The reform came from within and not from without.

Let us persistently agitate the question, in season and out of season, that we may not only arouse public opinion to the enormity of the evil, but that we may be recognized as the chief foe of this evil.

#### DRUG CLERKS.

The last year has seen the drug clerks in many large cities organized and in some places, notably in San Francisco, they have joined hands with the employers and are exercising a very powerful influence for their common good. It is said that the largest aggressive cutters on the coast can get no clerks there and have advertised in eastern cities unsuccessfully for them. The Chicago Retail Druggists' Association has endorsed the Drug Clerks' Association of Illinois, and the two are now working together for better trade conditions. Nor should employers view with alarm the growing power of the clerks, as a guarantee of reasonable methods on their part lies

in the fact that practically all of them expect, sooner or later, to become proprietors and would consequently not wish to bring about conditions which might work to their disadvantage in the future.

There are many usages, customs and conditions which oppress both employer and clerk and make their calling harder and less profitable, which organized co-operation can materially aid in correcting.

Inasmuch as many members of the Illinois Pharmaceutical Association are clerks, and all registered drug clerks are eligible to membership, it is quite within our province to take up the subject of drug clerks organization. Your committee hopes this matter may receive careful consideration at your hands.

#### THE MILES PLAN.

No review of trade interests would be complete without mention of what has come to be known as "The Miles Plan." The beauty of this plan is that it works, and the immense increase in the business of The Miles Medical Co. since it put this plan into effect is tangible proof that the druggist realizes the importance of endorsing his friends and knows how to do it in a manner that counts. The day is fast going by when druggists can be referred to as the "sucker bunch." We are becoming keen as to who are with us, and who are not, and are not satisfied with simply TALKING about it: We do things. When we stop to think of the course displayed by this company in cutting loose from the methods by which it has built up such a large and profitable business, what opposition was encountered from the jobber, and worse still, the indifference of the retailer who would not take the trouble even to understand what was expected of him, much less do it, we can readily see that it was a veritable "crossing of the Rubicon" for them. If they had not succeeded, their business would have been ruined and no other manufacturer would even have been found willing to undertake the experiment again. For their courage in demonstrating to the world the practicability of this plan we owe to The Miles Medical Co. our gratitude and our utmost practical support.

The future welfare of the retail druggist demands that aggressive cutting should stop. The N. A. R. D. is doing all it can. "The Miles Plan" helps just so much, but the indifference, short-sighted selfishness, disloyalty, not to call it dishonesty, of so many of the retailers puts more obstacles in the way of bringing about better conditions than does the open opposition of the aggressive cutter. This disloyalty is largely responsible for the weakness of the tripartite plan as your national Secretary will tell you. The indifference of the retailer was the greatest obstacle the Miles Medical Co. had to overcome. To you wide-awake druggists here assembled this

may seem incomprehensible, but it is nevertheless true. The trading stamp nuisance is cutting pure and simple also and should be discouraged by all sincere friends of the trade.

#### SHORTER HOURS.

The subject of shorter hours comes perennially to the front and will no doubt continue to do so until we, following the example of other professional men, not to mention the artisan, the mechanic and the laborer, evolve some plan for educating ourselves and the public up to the fact that we can all exist, make just as much money, and inconvenience no one by so regulating our hours of labor as to make our work less arduous. In this connection it might be asked how many of us are living up to the law regarding the employment of boys under 16 years of age and limiting their day's work to ten hours?

#### THE PHARMACEUTICAL TRAVELER.

Since our last annual meeting there has come into existence our sister organization, the Pharmaceutical Travelers' Association, a fact destined to have a marked effect on this organization and, through the establishment of closer personal relations, on the drug trade generally. Any movement which brings this energetic and capable body of men into closer touch with the retail trade benefits it, and your committee feels confident that the acquaintance and good-fellowship resulting from the co-operation of the two organizations will make for the decided advantage of all.

Respectfully submitted,

WALTER H. GALE,

JOS. SHREVE,

FRANK WORTHINGTON,

*Committee.*

THE PRESIDENT—This very interesting report is now before you for discussion. We have listened with interest to Mr. Gale's recital of the condition of affairs in Chicago and regret the price cutting that is going on in that city. As the chairman has well said, anybody who knows the metal of the Chicago druggists can not doubt the ultimate good results. Another point touched upon in the report is the relations of druggists with physicians. This was freely discussed two years ago at our Rock Island meeting and a year later in Jacksonville. We are all glad to know that the discussions at those meetings have borne fruit in the meeting of the Hyde Park druggists with the physicians. Meetings of this kind cannot but be helpful to both the druggists and the physicians and bring them into closer relations. The question of drug clerks is becoming a very perplexing one and we are glad to note a closer affiliation between the organization of drug clerks in Chicago and the employers. The success of "The Miles Plan" under somewhat trying conditions is particularly gratify-

ing. It bears out the contention of the N. A. R. D. and illustrates what can be accomplished by intelligent, methodical action. Mr. Beardsley, of the Dr. Miles Medical Co. is with us this morning and before we adjourn we are going to ask him to tell us more about this plan which has been so successfully executed by this company. We are also going to have the pleasure of listening to some of the officials of the recently organized Illinois Pharmaceutical Travelers' Association, which meets with us for the first time this year. We heartily welcome this new organization. The question of shorter hours is also briefly referred to in the report.

These are the principal topics suggested by the report. It seems to me that we ought to have some further discussion of some of them, particularly the last topic to which I have referred, namely, shorter hours. This is a problem that confronts the employer every day, and especially does it present itself during the evening.

MR. ISAAC B. KRONBERGER, of Chicago—I would like to be heard briefly on the question of shorter hours. According to the report of the State Board of Pharmacy there are about 4,500 registered pharmacists in Illinois, and yet it is very hard to obtain competent clerks. A great number from our ranks have left the profession because of the long hours of work. If the hours of work can be gotten down to a reasonable basis we will be able to get back those who have discarded our profession. It is a fact that the interests of the clerks and employers are identical and that by the united action of the clerks the aggressive cutters can be driven out of business. One of the largest cutters on the Pacific coast has been compelled to quit the business because of the fact that he was unable to obtain competent clerks. In Chicago our organization of clerks has succeeded in inducing a number of clerks not to work in department stores and a great many of these stores cannot get any help, notwithstanding the fact they offer \$20 a week, shorter hours and no Sunday work. They cannot get any help because a majority of the clerks belong to our organization.

It is up to the employers to reduce the hours of the clerks. Drug clerks ought not to be compelled to work fourteen hours a day. The day has gone when a drug clerk cannot see the street but once a week.

In Chicago the Drug Clerks' Association and the Chicago Retail Druggists' Association have entered into an agreement respecting the hours of labor. The agreement is as follows:

"This agreement, entered into this first day of June A. D. 1903, by and between the Drug Clerks' Association of Illinois (Local 552, R. C. I. P. A.) through its agents, Lee M. Pedigo, President, and J. J. Sorensen, Secretary of said Association, as party of the first part, and John Blank, of the city of Chicago, party of the second part:

Witnesseth: That the said parties of the first part in consideration of the covenants and agreements hereinafter mentioned and mutually agreed upon by all parties, to be kept, done and performed, do hereby lease for the period of eleven months to the said party of the second part one store card, the property of and issued by the Drug Clerks' Association of Illinois (Local 552, R. C. I. P. A.)

In consideration of the foregoing and other considerations hereinafter mentioned, it is mutually agreed: That

#### ARTICLE I.

SECTION 1. One hundred and forty hours shall constitute two (2) weeks' work.

SEC. 2. The time of opening and closing store shall be at the option of the party of the second part. Over time shall be compensated for by additional time off.

#### ARTICLE II.

SECTION 1. The minimum scale of wages that shall be paid to a registered pharmacist shall be fifteen (15) dollars per week and to a registered assistant pharmacist twelve (12) dollars per week.

#### ARTICLE III.

SECTION 1. No clerk shall be required to sleep in the store, except by mutual agreement. Suitable and well ventilated sleeping quarters shall be provided where it is mutually agreed that the clerk shall sleep in the store.

#### ARTICLE IV.

SECTION 1. All employees of the party of the second part, who are eligible for membership in the said Association, shall be required, within a period of not more than sixty days after the signing of this agreement, to become members of the Drug Clerks' Association of Illinois (Local 552, R. C. I. P. A.)

All members of said Association agree not to work for any employer who is not a member of the Chicago Retail Druggists' Association, in good standing, when requested not to do so by said Chicago Retail Druggists' Association. Information relative to the standing of druggists in said Association will be furnished by the Secretary of said Chicago Retail Druggists' Association.

#### ARTICLE V.

SECTION 1. Any violation of this agreement by either party to this agreement shall be submitted to a board of arbitration composed of one representative from the Drug Clerks' Association of Illinois (Local 552, R. C. I. P. A.) and one from the Chicago Retail Druggists' Association, and upon the failure of these two representatives to reach an agreement, a third party shall be selected by them. Both parties agree to abide by the decision of said board of arbitration.

SEC. 2. No lock-outs or strikes shall be inaugurated pending settlement of disagreements.

"This agreement shall be in force until the first day of May, 1904."

If all of you would put this agreement into effect it would greatly improve your business. The results would be far better than can be secured by legislation.

MR. GALE—In regard to this agreement, it has not been entered into in the way the gentleman refers to. The executive committee of the Chicago Retail Druggists' Association has recommended that the members of the association put it into effect. It is simply a recommendation.

MR. ISAAC PLATT, of Chicago—Mr. Kronberger has said that the department stores in Chicago are unable to get good clerks. That is not true. The Boston Store has from ten to fifteen men behind its counters and Siegel & Cooper has eight. How do they get these clerks? They get them because they are in a position to offer shorter hours and no Sunday work.

MR. FORSYTH—I am glad to hear Mr. Platt say he knows how these department stores get their help. He could also probably tell us how they get their goods.

There is no doubt that this question of shorter hours is a very far-reaching one. A great many drug clerks of the present day, I admit, will seek positions in which they can get shorter hours and no Sunday work. It is fitting and proper that the members of the Illinois Pharmaceutical Association keep abreast of the times and meet the drug clerks more than half way. There is no doubt that in times past the clerks have worked more hours than they should, and probably do now. The proprietors ought to get together and agree to close on certain evenings and at certain hours other evenings. The necessary medicines could as easily be gotten before 9 o'clock in the evening as at midnight. The trouble is that the druggist is envious of his neighbor. In many instances he is a small, narrow-minded individual. If his competitor on the next corner keeps open until 10 o'clock, he will keep open until 10:30, the next fellow will keep open until 11 o'clock, and so it goes until there is apparently no limit to the hours of work. If the proprietors will get together and close early they will make just as much money and have a great deal better time. It would give us an opportunity to call upon our lady friends more than we do now. I repeat that the proprietors ought to get together on this question. They ought to attend the meetings of the Chicago Retail Druggists' Association more than they do in Chicago, and ought to feel that they belong to an organization that means something. I am glad this question of shorter hours has come up and I hope it will be considered by all the druggists of the State in a fair spirit, to the end that when we come together next year in our annual meeting we will be able

to report decided progress along this line. Why should a druggist work 16 hours a day, while every other trade has some regulations as to hours of labor? Is our trade not as good, or better, than the others? We ought to have more respect for our profession.

MR. BARTELLS—If there is no further discussion I move you, Mr. President, that the report of the committee be received and adopted.

Mr. Bartells' motion was unanimously carried without further debate.

THE PRESIDENT—The election of officers is on the program for tomorrow morning. Complaint has been made that the election of officers should not be delayed until tomorrow, but that they should be elected today, when there is a larger attendance than there probably will be tomorrow.

MR. W. H. GARRISON, of Pearl—I think the suggestion a wise one, and I therefore move that we suspend the regular order of business and proceed at once to the election of officers for the ensuing year.

MR. FORSYTH—As a substitute for that motion, Mr. President, I move that a committee on nominations be appointed by the chair, to consist of three members, with instructions to report before the close of this session.

MR. J. J. SCHUBEERT, of Kankakee—Why would it not be a good idea to have the election this evening?

THE PRESIDENT—There will be no session this evening. If this substitute motion carries and anything should occur before we adjourn to prevent the committee from making a report, the action can easily be reconsidered and the election held at a later session.

Mr. Forsyth's motion was then adopted and the chair appointed Messrs. Wm. K. Forsyth, Paul G. Schuh and W. O. Steinmeyer as a committee on nominations.

THE PRESIDENT—The next thing in order is the report of the Board of Pharmacy.

MR. L. T. HOY, Secretary, Board of Pharmacy—The report of the board is purely statistical and I will not take the time to read it in detail. It is in printed form and copies will be distributed among the members for their information. If there is anything that is not understood I will be very glad to explain it.

## REPORT OF STATE BOARD OF PHARMACY.

### RECEIPTS AND EXPENDITURES FOR THE YEAR 1902.

RECEIPTS FOR YEAR 1902.		
To balance on hand from 1901.....		\$ 1,902 63
To R. P.'s by examination.....	\$1,100 00	
To R. P.'s, time service, sec. 5.....	350 00	
To R. P.'s, renewals.....	6,792 00	
To A. P.'s by examination.....	715 00	
To A. P.'s renewals .....	946 00	
To apprentices .....	878 00	
To applications filed, R. P., A. P. and R. P., sec. 5.....	2,545 00	
To delinquent fees collected .....	215 00	
To fines collected .....	1,713 90	
	15,252 90	
	\$17,165 53	
EXPENDITURES FOR YEAR 1902.		
By salaries, members of board, secretary and assistants.....	\$7,843 34	
By expense, personal, members of board and secretary.....	1,765 95	
By expense, blank books, stationery and supplies.....	412 00	
By expense, printing.....	211 00	
By expense, expressage .....	27 87	
By expense, telegraph and telephone.....	55 83	
By expense, miscellaneous.....	751 09	
By expense, committee on complaints and prosecution.....	2,688 17	
By expense, postage.....	461 70	
By expense, exchange.....	85	
	13,717 10	
Balance on hand.....	\$3,448 43	

## EXPENDITURES IN DETAIL FOR 1902.

## SALARY ACCOUNT, 1902.

January	1	B. Schwartz, Jr., per diem, for December, 1901..	\$15 00
January	9	B. Schwartz, Jr., per diem.....	40 00
February	14	" .. "	55 00
April	23	" .. "	45 00
May	28	" .. "	30 00
August	22	" .. "	60 00
October	8	" .. "	80 00
November	19	" .. "	25 00
December	19	" .. "	15 00
December	29	" .. "	25 00
			<u>\$390 00</u>
January	1	G. H. Sohrbeck, per diem, for December, 1901..	\$15 00
January	9	G. H. Sohrbeck, per diem.....	25 00
April	23	" .. "	35 00
May	28	" .. "	45 00
August	22	" .. "	40 00
October	8	" .. "	45 00
November	19	" .. "	30 00
December	19	" .. "	10 00
			<u>245 00</u>
January	1	W. Bodemann, per diem, for December, 1901..	\$15 00
January	9	W. Bodemann, per diem.....	30 00
February	14	" .. "	45 00
April	23	" .. "	50 00
May	28	" .. "	55 00
August	22	" .. "	50 00
October	8	" .. "	30 00
November	19	" .. "	25 00
December	19	" .. "	5 00
December	29	" .. "	55 00
			<u>360 00</u>
January	1	W. A. Dyche, per diem, for December, 1901....	\$10 00
January	9	W. A. Dyche, per diem.....	40 00
February	14	" .. "	45 00
April	23	" .. "	35 00
August	22	" .. "	70 00
October	8	" .. "	60 00
November	19	" .. "	30 00
December	29	" .. "	15 00
			<u>335 00</u>
January	9	M. C. Metzger, per diem.....	\$20 00
February	14	" .. "	35 00
April	23	" .. "	20 00
May	28	" .. "	50 00
August	22	" .. "	40 00
October	8	" .. "	40 00
November	19	" .. "	25 00
December	19	" .. "	15 00
			<u>245 00</u>
January	1	W. C. Simpson, per diem, for December, 1901..	\$15 00
			<u>15 00</u>

*Salary Account—Concluded.*

January	1	L. T. Hoy, secretary, for December, 1901.....	\$208 34
January	31	L. T. Hoy, secretary.....	208 33
February	28	" "	208 33
March	31	" "	208 34
April	25	" "	208 33
May	28	" "	208 33
June	30	" "	208 34
July	31	" "	208 33
August	22	" "	208 33
September	30	" "	208 34
October	31	" "	208 33
November	19	" "	208 33
December	31	" "	208 34
			<b>\$2,708 34</b>
January	1	A. May McPherson, asst. sec'y, for Dec., 1901.....	\$150 00
January	31	A. May McPherson, assistant secretary.....	75 00
February	28	" "	100 00
March	31	" "	87 50
April	25	" "	87 50
May	28	" "	87 50
June	30	" "	87 50
July	31	" "	87 50
August	22	" "	87 50
September	30	" "	87 50
October	31	" "	87 50
November	19	" "	87 50
December	29	" "	87 50
			<b>\$1,200 00</b>
January	1	W. A. Joy, bookkeeper, for December, 1901.....	\$65 00
January	31	W. A. Joy, bookkeeper.....	65 00
February	28	" "	65 00
March	31	" "	65 00
April	25	" "	65 00
May	28	" "	65 00
June	30	" "	65 00
July	31	" "	65 00
August	22	" "	65 00
September	30	" "	65 00
October	31	" "	65 00
November	19	" "	65 00
December	29	" "	65 00
			<b>\$445 00</b>
January	1	Mary E. Stuart, stenographer, for Dec., 1901.....	\$50 00
January	31	Mary E. Stuart, stenographer.....	50 00
February	28	" "	70 00
March	31	" "	60 00
April	25	" "	60 00
May	28	" "	60 00
June	30	" "	60 00
July	31	" "	60 00
August	22	" "	60 00
September	30	" "	60 00
October	31	" "	60 00
November	19	" "	60 00
December	29	" "	60 00
			<b>\$770 00</b>
January	1	J. A. Johnson, janitor, for December, 1901.....	\$20 00
January	31	J. A. Johnson, janitor.....	20 00
February	28	" "	20 00
March	31	" "	20 00
April	25	" "	20 00
May	28	" "	20 00
June	30	" "	20 00
July	31	" "	20 00
August	22	" "	20 00
September	30	" "	20 00
October	31	" "	20 00
November	19	" "	20 00
December	29	" "	20 00
			<b>\$260 00</b>

## EXPENSE ACCOUNT, PERSONAL, MEMBERS OF BOARD, 1902.

January	1	W. C. Simpson, for December, 1901.....	\$30 10	
				\$30 10
January	1	B. Schwartz, Jr., for December, 1901.....	\$25 10	
January	9	B. Schwartz, Jr.....	35 60	
February	14	" .....	58 90	
April	25	" .....	60 35	
May	28	" .....	52 70	
August	22	" .....	51 50	
October	8	" .....	51 10	
November	19	" .....	47 50	
December	19	" .....	35 50	
December	29	" .....	35 50	
				453 75
January	1	G. H. Sohrbeck, for December, 1901.....	\$23 30	
January	9	G. H. Sohrbeck.....	25 50	
April	25	" .....	31 00	
May	28	" .....	28 40	
August	22	" .....	38 40	
October	8	" .....	33 40	
November	19	" .....	31 40	
December	19	" .....	21 40	
				228 80
January	1	W. Bodemann, for December, 1901.....	\$16 25	
January	9	W. Bodemann .....	25 50	
February	14	" .....	12 50	
April	25	" .....	12 50	
May	28	" .....	25 50	
August	22	" .....	12 50	
October	8	" .....	7 50	
November	19	" .....	7 50	
December	19	" .....	2 50	
December	29	" .....	2 50	
				124 75
January	1	W. A. Dyche, for December, 1901.....	\$16 50	
January	9	W. A. Dyche.....	26 75	
February	14	" .....	12 50	
April	25	" .....	12 50	
August	22	" .....	12 50	
October	8	" .....	7 50	
November	19	" .....	7 50	
December	19	" .....	2 50	
				98 25
January	9	M. C. Metzger .....	\$33 60	
February	14	" .....	54 50	
April	25	" .....	38 90	
May	28	" .....	44 70	
August	22	" .....	58 40	
October	8	" .....	48 65	
November	19	" .....	48 65	
December	19	" .....	40 40	
				365 80
February	14	L. T. Hoy, Secretary.....	\$42 00	
April	25	" .....	42 00	
May	28	" .....	30 00	
August	22	" .....	49 00	
October	8	" .....	39 00	
November	19	" .....	39 00	
December	19	" .....	19 00	
December	29	" .....	19 00	
				279 00
February	14	A. May McPherson, Assistant Secretary.....	\$35 00	
April	25	" .....	38 50	
August	22	" .....	44 00	
October	8	" .....	34 00	
November	19	" .....	34 00	
				185 50
				\$1,765 95

## EXPENSE ACCOUNT, BLANK BOOKS, STATIONERY AND SUPPLIES, 1902.

January	1	Woodstock Sentinel Co., envelopes, blank, etc	\$37 00
January	9	P. F. Pettibone & Co., certificates for 1902.....	77 50
January	9	Pantagraph Printing Co., cash book.....	9 25
January	9	Frank Simmons, pencils, 50c; blotters, \$1.00; fluid, 65c; penholders, 25c, pads, 20c; paper cutters, 30c; quart paste, 75c; rubber bands, 75c	4 40
February	14	Woodstock Sentinel Co., envelopes, circulars, etc	65 40
February	14	Pantagraph Printing Co., gold seals.....	9 50
March	31	N. W. Lithographing Co., letter heads.....	43 20
April	25	Frank Simmons, rubber stamp, \$2.00; pencils, \$1.50; rubber bands, 60c; box pins, 40c; eraser, 10c; ink, 65c; oil, 10c; T. W. ribbon, \$1.75; journal, 50c.....	7 60
April	25	E. F. Hartman Co., envelopes.....	3 00
May	28	Woodstock Sentinel Co., envelopes.....	20 00
August	22	P. F. Pettibone & Co., filing cases and indexes	15 40
August	22	H. W. Rokker & Co., letter heads.....	1 00
August	22	E. F. Hartman Co., pencils, \$1.00; scales, \$3.00, six files, \$1.25; quart ink, 60c; scales, \$1.25; note books, \$2.00; rubber bands, \$1.35; erasers, 25c, blotters, \$1.45; pens, \$1.00; moistener, 50c; T. W. paper, \$2.50; T. W. Oil, 10c; invoice book, \$1.75.....	18 00
October	8	Woodstock Sentinel Co., envelopes.....	87 05
November	19	E. F. Hartman Co., pens, \$2.50; pencils, \$1.50; paper, \$1.25; ink pad, 25c; rubber stamp, 75c; pins, 70c; bands, 75c; ink, 75c; bands, 75c; carbon, \$4.50.....	13 70
			\$412 00

## EXPENSE ACCOUNT, PRINTING, 1902.

January	9	Zander Printing Co., examination blanks.....	\$ 8 00
January	9	J. C. Utterback, examination blanks.....	6 00
January	9	H. W. Rokker Co., postals.....	7 00
February	14	H. W. Rokker Co.....	5 50
February	14	Zander Printing Co., examination blanks.....	10 50
February	14	J. C. Utterback, examination blanks.....	3 00
April	25	H. W. Rokker Co., postals and notices.....	3 25
April	25	J. W. Warr, examination blanks.....	3 75
April	25	The Citizens' Co., examination blanks.....	3 50
April	25	Zander Printing Co., examination blanks.....	10 50
May	28	Phillips Bros, reports.....	10 00
May	28	Woodstock Sentinel Co., circulars and affidavits	18 75
August	22	The Citizen Co., examination blanks.....	7 00
August	22	J. W. Warr, examination blanks.....	7 00
August	22	Zander Printing Co., examination blanks.....	6 00
August	22	W. C. Zander, examination blanks.....	4 75
October	8	W. C. Zander, examination blanks.....	15 00
October	8	Woodstock Sentinel Co., circulars, notices, etc.	71 50
October	8	J. W. Warr, examination blanks.....	6 00
October	8	The Citizen Co., examination blanks.....	3 50
			\$211 00

## EXPENSE ACCOUNT, POSTAGE, 1902.

January	9	Stamps and postals .....	\$155 00
February	14	" .....	19 00
April	25	" .....	48 00
May	28	" .....	56 00
August	22	" .....	38 00
October	8	" .....	145 00
			\$461 00

## EXPENSE ACCOUNT, EXCHANGE, 1902.

January	9	Ridgeley Bank, for drafts.....	\$ 0 25
May	28	" " "	10
August	21	" " "	30
October	8	" " "	20
			<b>\$0 85</b>

## EXPENSE ACCOUNT, EXPRESSAGE, 1902.

January	1	Woodstock Sentinel Co., box from Woodstock.	\$1 55
January	9	American Express Co.....	2 05
February	14	Woodstock Sentinel Co., box from Woodstock.	1 90
February	14	American Express Co.....	2 60
February	14	United States Express Co.....	1 15
April	25	" " "	1 15
April	25	American Express Co.....	5 17
May	28	" " "	1 88
May	28	Woodstock Sentinel Co., box from Woodstock.	1 20
August	22	American Express Co.....	83
August	22	A. May McPherson, telescope to Chicago.	50
October	8	American Express Co.....	3 54
October	8	Adams Express Co.....	50
October	8	Woodstock Sentinel Co., box from Woodstock.	1 20
October	8	A. May McPherson, telescope to Chicago.	50
November	19	American Express Co.....	1 65
November	19	A. May McPherson, telescope to Chicago.	50
			<b>\$27 87</b>

## EXPENSE ACCOUNT, TELEGRAPH AND TELEPHONE, 1902.

January	9	Western Union Telegraph Co.....	\$ 0 25
January	9	Central Union Telephone Co., rental for January, February and March.....	10 50
February	14	Western Union Telegraph Co., messages.....	1 14
February	14	L. T. Hoy, telephone \$1.00, telegram 50c.....	1 50
April	25	Western Union Telegraph Co., messages.....	1 20
April	25	Central Union Telephone Co., rent for April, May and June.....	10 50
May	28	Western Union Telegraph Co., messages.....	25
May	28	B. Schwartz, Jr., messages.....	2 23
August	22	Central Union Telephone Co., rent for July, August and September.....	10 50
August	22	Western Union Telegraph Co., messages.....	1 06
August	22	L. T. Hoy, messages.....	1 00
October	8	B. Schwartz, Jr., messages.....	1 40
November	19	Central Union Telephone Co., rent for October, November and December.....	10 50
November	19	Western Union Telegraph Co., messages.....	58
December	19	B. Schwartz, Jr., messages.....	1 50
December	19	L. T. Hoy, Secretary, messages.....	1 60
			<b>\$55 83</b>

## EXPENSE ACCOUNT, COMMITTEE ON COMPLAINTS AND PROSECUTIONS, 1902.

January	1	L. L. Chaffee, Board Agent, salary and expenses for December, 1901.....	\$114 84
January	1	Chris Mamer, opinion in case of Bassette <i>vs.</i> People.....	6 00
January	1	W. Bodemann, per diem, November and December, 1901.....	40 00
January	9	L. L. Chaffee, obtaining evidence.....	436 00
January	9	W. Bodemann, per diem, 4 days.....	20 00
January	31	L. L. Chaffee, Board Agent, salary and expenses for January.....	144 28
January	31	J. H. Shroeder, obtaining evidence.....	10 00
February	14	W. Bodemann, per diem, 4 days in January.....	20 00

*Expense Account, Etc.—Concluded.*

February	28	L. L. Chaffee, Board Agent, salary and expenses for February.....	123 33
February	28	J. H. Schroeder, obtaining evidence.....	16 00
March	31	L. L. Chaffee, Board Agent, salary and expenses for March.....	124 44
March	31	J. H. Schroeder, obtaining evidence.....	12 00
April	25	B. Schwartz, Jr., per diem, 2 days each in March and April.....	20 00
April	25	W. Bodemann, per diem, 4 days each in February and March.....	40 00
April	30	L. L. Chaffee, salary and expenses, Board Agent, for April.....	149 18
April	30	J. H. Schroeder, obtaining evidence.....	8 00
May	28	W. Bodemann, per diem, 4 days.....	20 00
May	31	L. L. Chaffee, Board Agent, salary and expenses for May.....	146 65
May	31	J. H. Schroeder, obtaining evidence.....	6 00
June	30	L. L. Chaffee, Board Agent, salary and expenses for June.....	146 71
June	30	H. G. Stahl, obtaining evidence.....	5 00
June	30	J. H. Schroeder, obtaining evidence.....	2 00
July	31	L. L. Chaffee, Board Agent, salary and expenses for July.....	132 23
July	31	H. G. Stahl, obtaining evidence.....	5 00
July	31	J. H. Schroeder, obtaining evidence.....	3 00
August	22	J. H. Franklin, attorney fees in cases at Lacon.....	100 00
August	22	B. Schwartz, Jr., per diem and expenses in June and July.....	28 22
August	22	W. Bodemann, per diem in June and July.....	50 00
August	30	L. L. Chaffee, Board Agent, salary and expenses for August.....	165 99
August	30	J. H. Schroeder, obtaining evidence.....	3 00
August	30	H. G. Stahl, obtaining evidence.....	5 00
September	30	L. L. Chaffee, Board Agent, salary and expenses for September.....	136 13
September	30	J. H. Schroeder, obtaining evidence.....	2 00
September	30	H. G. Stahl, obtaining evidence.....	5 00
October	8	Henry Herbst, serving summons and subpoenas.....	6 40
October	8	W. Bodemann, per diem, May, Aug. and Sept.....	75 00
October	31	L. L. Chaffee, Board Agent, salary and expenses for October.....	161 54
October	31	J. H. Schroeder, obtaining evidence.....	5 00
October	31	H. G. Stahl, obtaining evidence.....	7 00
November	19	B. Schwartz, Jr., per diem, 2 days each in October and November.....	20 00
November	19	W. Bodemann, per diem, 5 days in November.....	25 00
November	30	L. L. Chaffee, Board Agent, salary and expenses for November.....	131 23
November	30	H. G. Stahl, obtaining evidence.....	9 00
December	29	".....	2 00
			\$2,688 17

## EXPENSE ACCOUNT—MISCELLANEOUS, 1902.

January	1	Woodstock Sentinel Co., freight from Woodstock.....	\$ 1 18
January	1	Jenkins, Hunt & Co., auditing books for 1901.....	95 00
January	1	N. J. Burroughs, rent Chicago office for Jan'y.....	25 00
January	9	L. T. Hoy, Secretary, jars and bottles.....	1 00
January	9	Pure Ice & Cold Storage Co., ice for November and December, 1901.....	5 00
January	9	John Underfanger, freight and drayage.....	.97
January	31	J. A. Chapman, rent Chicago office, February.....	25 00
February	14	A. W. McPherson, arranging index for 1901.....	20 00
February	14	M. C. Weems & Co., washing towels.....	2 01
February	14	H. H. Swan, drugs.....	4 75
February	14	J. J. Burke, janitor, Chicago office.....	14 00
February	14	A. Christophersen, cleaning hall.....	4 00
February	14	W. B. Day, rating examination papers.....	15 00

*Expense Account, Etc.—Concluded.*

February	14	C. W. Patterson, rating examination papers.....	\$16 00
February	14	L. T. Hoy, Secretary, soap and pins.....	25
February	28	J. A. Chapman, rent Chicago office, March.....	25 00
March	31	J. A. Chapman, rent Chicago office, April.....	25 00
April	25	Pure Ice & Cold Storage Co., ice for January, February and March.....	7 50
April	25	Sommer & Pierik, repairing clock.....	1 50
April	25	W. E. Rollo & Son, insurance on fixtures in Chicago.....	7 50
April	25	John Underfanger, freight and drayage.....	1 25
April	25	Manning & Helmle, telescope case.....	4 50
April	25	W. K. Weems & Co., laundry towels.....	58
April	25	C. W. Patterson, rating examination papers.....	10 00
April	25	W. B. Day, rating examination papers.....	10 00
April	25	J. J. Burke, janitor, Chicago office.....	14 50
April	25	A. Christopersen, cleaning hall.....	2 50
April	25	Gustav Bankoni, repairing tables.....	5 40
April	25	W. G. Valentine & Co., drugs.....	7 26
April	30	J. A. Chapman, rent, Chicago office, May.....	25 00
May	28	C. W. Busher, care of awnings.....	3 75
May	28	A. Christopersen, janitor, Chicago office.....	1 50
May	28	Woodstock Sentinel Co., freight from Woodstock.....	50
May	28	R. N. Dodds, powder paper, vials, corks.....	1 30
May	30	C. A. Chapin, rent, Chicago office, June.....	25 00
June	30	C. A. Chapin, rent, Chicago office, July.....	25 00
July	31	C. A. Chapin, rent, Chicago office, August.....	25 00
August	22	Springfield Wire Screen Co., wiring and painting screens.....	12 50
August	22	Pure Ice & Cold Storage Co., ice for April, May, June and July.....	10 00
August	22	John Underfanger, freight and drayage.....	1 82
August	22	M. K. Weems & Co., laundry, towels.....	2 85
August	22	Peter Jensen, janitor service, Chicago.....	1 50
August	22	Morrison, Plummer & Co., drug supplies.....	12 65
August	22	W. B. Day, rating examination papers.....	10 00
August	22	C. W. Patterson, rating examination papers.....	10 00
August	22	J. J. Burke, janitor, Chicago meeting.....	14 97
August	22	W. P. Kurtz, cleaning room.....	2 00
August	30	C. A. Chapin, rent, Chicago office, September.....	25 00
September	30	C. A. Chapin, rent, Chicago office, October.....	25 00
October	8	W. G. Valentine & Co., drugs.....	4 22
October	8	Woodstock Sentinel Co., freight.....	2 30
October	8	W. B. Day, rating examination papers.....	10 00
October	8	C. W. Patterson, rating examination papers.....	10 00
October	8	J. J. Burke, janitor, Chicago meeting.....	12 70
October	31	C. A. Chapin, rent, Chicago office, November.....	25 00
November	18	R. L. Polk & Co., medical directory.....	10 00
November	18	R. T. Owen, shades and brackets.....	4 50
November	19	Smith Premier Typewriter Co., repairing typewriter.....	2 00
November	19	Manning & Helmle, telescope straps.....	1 50
November	19	John Underfanger, drayage.....	1 00
November	19	Pure Ice & Cold Storage Co., ice for August, September and October.....	7 50
November	19	M. K. Weems & Co., laundry.....	2 13
November	19	J. C. Owen, repairing chairs.....	4 00
November	19	W. C. Valentine & Co., drugs.....	2 10
November	19	W. B. Day, rating examination papers.....	10 00
November	19	C. W. Patterson, rating examination papers.....	10 00
November	19	J. J. Burke, janitor, Chicago meeting.....	14 15
November	30	C. A. Chapin, rent, Chicago office, December.....	25 00
December	19	L. T. Hoy, Secretary, room rent Great Northern hotel, for special meeting.....	3 50
December	20	L. T. Hoy, Secretary, room rent Great Northern hotel, for special meeting.....	3 50
			<b>\$751 09</b>

## REPORT OF TREASURER FOR 1902.

Balance on hand from 1901 .....	\$ 1,912 63
Received from L. T. Hoy, Secretary .....	15,232 90
	<hr/>
Paid on warrants.....	\$17,165 53
Balance on hand.....	13,717 10
	<hr/>
	\$3,448 43

Respectfully submitted,

STATE BOARD OF PHARMACY.

On motion of Mr. Bartells the report of the Board was received and ordered printed in the proceedings.

THE PRESIDENT—The report of the Advisory Committee, Department of Pharmacy, University of Illinois, will now be presented by Mr. Forsyth, chairman of the committee.

### REPORT OF ADVISORY COMMITTEE, DEPARTMENT OF PHARMACY, UNIVERSITY OF ILLINOIS.

CHICAGO, ILL., JUNE 9, 1903.

*To the Members of the Illinois Pharmaceutical Association:*

The Advisory Board of the School of Pharmacy of the University of Illinois (Chicago College of Pharmacy), desires to present the following report to the association:

The attendance at the school last year was 168, showing an increase of ten per cent over the preceding year; 38 received the degree of Graduate in Pharmacy, and 5 were given certificates of having finished the course successfully and will receive diplomas when the requirements as to age and four years' experience in a drug store have been fulfilled.

The diploma of the school is accepted in lieu of examination for registration by the state boards of about twenty states, including Missouri, Iowa, Kansas, Arkansas and Texas, several Western and Southern and not a few Eastern states. Before our own state board the students have been very successful. To cite a single instance, of 32 who came up for examination at the February meeting, 30 passed.

With the most stringent requirements of the Board of Pharmacy examinations, and the growing scarcity of registered pharmacists, it seems singular that a larger proportion of young men engaged in pharmacy do not attend the pharmacy schools, considering that nearly one-half of those in attendance come from other States than our own.

#### OPPORTUNITIES FOR GRADUATES.

Judged by practical results, the school never did better work than now, since offers of good positions to its graduates largely exceed the supply, some going into related manufacturing industries as pharmacists and chemists. There is also an increasing field of usefulness

along more strictly professional lines, such as clinical and biologic chemical work, which could be more extended, but for the lack of better facilities and equipment to teach the necessary branches, as has been pointed out for several years past. The establishment of the third year, or post graduate course in advanced chemistry and bacteriology, is very much desired by students, who now must go elsewhere and would vastly extend the usefulness of the school and add to its standing and reputation. It is to be regretted that the promise made by the trustees several years ago in this respect has as yet not been fulfilled.

#### THE CHICAGO COLLEGE OF PHARMACY.

And this leads your Advisory Board to briefly present a few facts concerning the maintenance of the school. Prior to the union of the Chicago College of Pharmacy with the University of Illinois, in 1896, the school was conducted by an association of several hundred druggists in Chicago and the State at large. This association, through a board of trustees, was its backing, and often made such sacrifices as are usually required to run an educational institution maintained for its benefit, and not conducted for profit. When the union was affected with the University, the school was self-supporting and did not require any financial aid; but a school to keep abreast with the times must keep pace with the improvements of the age or be left behind in the race. The equipment, apparatus, etc., must be kept modern and up-to-date. While the school was fairly well equipped seven years ago, the equipment is being worn out, and having now no other source the school must necessarily look to the university for aid.

#### THE UNIVERSITY OF ILLINOIS.

While we know that the trustees of the university would gladly secure new equipment for the school, their powers are limited by the funds appropriated for the university by the general assembly. Owing to the unparalleled increase in attendance at the university at Urbana the ambition of its worthy president to afford a university for the great State of Illinois second to none, and the great pressure for space and increase of equipment has necessitated providing many new buildings, with the result that the financial problem has been for several years one of the most difficult for the trustees to solve. But the great State of Illinois is rich and it is behind the university. It appropriates millions for its charitable and educational institutions, knowing not only that it is its duty to humanity, but also that it is the very best investment. To care for the sick and feeble and to educate its children is the greatest privilege of a commonwealth and one in which the great State of Illinois will not be surpassed.

#### THE GENERAL ASSEMBLY.

It is believed that the General Assembly will always deal generously with the university, and also with the School of Pharmacy,

once the importance of its worth is realized and its modest wants made known to the legislators. His Excellency, the Governor, in vetoing a bill of the last assembly, called attention to the fact that nearly five thousand persons were annually thrown upon the resources of the State insane asylums. It may not be out of place to suggest that the more thorough education and training of those engaged in the preparation and dispensing of medicines, will have the effect of preventing, and often correcting the untoward conditions which are the principal causes of diseased minds. The fate of many of the unfortunates may be traced back nearly a generation. The morphine laden soothing syrups and other opium nostrums, the deadly cosmetic preparations, and other dangerous remedies have given way before a better educated pharmacy and more enlightened public opinion. The tendency to drug addiction at the present time would be greatly checked through more general pharmaceutical education, which is soon reflected by a realization of the evils consequent upon the too promiscuous use of dangerous drugs.

#### THE RESPONSIBILITY OF THE STATE.

The preparation, compounding and dispensing of drugs and medicines is for this and many more obvious reasons, so important that laws are in force in every State in the union to protect the public against the indiscriminate sale of poisons and other dangerous drugs; to insure the use of pure drugs and chemicals and the accurate and careful compounding of physicians' prescriptions. To this end the State requires certain qualifications for those who practice pharmacy, consisting of three to four years' experience in a drug store, registration as an apprentice and examination by the State Board of Pharmacy.

Is it too much to ask in view of the requirements and responsibilities involved that the State should concern itself in providing the necessary instruction for the youths engaged in pharmacy? While agricultural pursuits, even bee keeping and poultry raising, have been the object of the beneficence of the State at the hands of the legislators, how *much more necessary* for its aid in qualifying those who have to meet serious legal and professional responsibilities to the State and the public. Thanks to the liberality of the pharmacists themselves, the fees received by the school are ample to maintain the instruction in a first-class manner, but we do think that a permanent home with modern equipment should be provided by an appropriation by the General Assembly, when the school will take care of itself, be a credit to the State and to this association.

W.M. K. FORSYTH,  
GEO. M. BENNETT,  
W. H. GALE.  
*Of the Advisory Committee.*

MR. BARTELLS—I move you that the report of the committee be received and that a copy thereof be forwarded to the president of the University.

MR. H. H. GREEN, of Bloomington—If I remember the reading of the report, it points out an evil, but does not set forth an adequate remedy for it. I understand that this College of Pharmacy, which was nurtured and maintained by the druggists of Illinois, under the supervision of this association, and finally turned over to the State and accepted by it, is now in straightened circumstances; that its equipment is worn out and has not been resupplied by the State, and that there is great room for improvement. But the committee, as I remember the report, does not point out a remedy.

It seems to me that if the university is going to exercise supervision over this school it ought to provide in its budget for the appropriation of enough money to properly take care of it. If the university needs any help, then it becomes the duty of this association to see that the legislature makes this appropriation.

There is not in the State of Illinois an organization so potent as the Illinois Pharmaceutical Association, if you want to make it so. In every hamlet, in every town and in every city in this State the druggist and the drug store is a sort of a political nucleus. In spite of the effort for shorter hours, in many places the drug store is open all night. Men congregate in the drug store to discuss matters. Because of this fact they become influential in the community. They can wield a great influence if they will.

This report ought to be strengthened to the extent of pointing out to the legislature the necessity of making an appropriation for this school and then a copy of it should be sent to and a warfare made on the legislators to make the appropriation. I think that ought to be done and I think it can be done in no better way than to leave it to this advisory committee and let this association pay the expenses.

MR. FORSYTH—I would suggest that Mr. Green be made chairman of a committee to draft suitable resolutions in line with the remarks he has just made.

MR. GEO. M. BENNETT, of Urbana—The trustees of the university are not wholly to blame for the condition of the equipment of the school. Nothing is given by the legislature unless it is asked for, and not a dollar has been asked for in this connection to my knowledge. Our committee has not even presented a report to the President. We all know that the trustees cannot appropriate money to our college unless the legislature says so. The legislature appropriates money for specific purposes. It is our fault that the specific purpose has not been designated and the sum of \$5,000 or \$6,000 set apart for this purpose. It rests with us to suggest the wisdom of such an appropriation to the legislature. Nobody except ourselves is to blame seriously.

MR. FORSYTH—I move you, Mr. President, that this whole matter be referred to a committee consisting of Messrs. Green, Bodemann and Gale, with instructions to proceed along the line of thought suggested by Mr. Green.

MR. BODEMANN—I suggest that Mr. Green be the whole thing.

MR. FORSYTH—As a substitute for my former motion, I move you that the matter be referred to Mr. Green, with authority to select his own committee, to consist of three members.

The motion was unanimously carried and later in the proceedings Mr. Green announced the appointment of Messrs. Bodemann and Gale as his associates on the committee.

THE PRESIDENT—We have now reached a very interesting number on our program—Prize Essays. The subject selected for the Prize Essay this year is Side Lines. The writer of the best essay on this subject will be awarded a prize of \$15 in cash. Mr. E. E. Haller, of Forreston, has prepared an essay. However, he is unable to be present with us today and has sent it to me. I will ask the Secretary to read it. When this has been read if there are any other essays we will be glad to listen to the reading of them.

MR. BODEMANN—Before Mr. Haller's essay is read I would like to make a motion. It has been customary to refer the prize essays to a committee, to be reported upon later. I move you that the prize be awarded by the association and not by a committee.

The motion was unanimously adopted and then the Secretary read the following essay by Mr. Haller:

### SIDE LINES.

BY E. E. HALLER, FORRESTON, ILL.

The writer of this prize essay never in his life before wrote an essay and it is presumed by him that it will afford amusement for the members of the Illinois Pharmaceutical Association, which meets at Bloomington June 9-11, who no doubt will laugh at this endeavor to put into fit form.

The druggist in general at this age of the world, without a side line, would no doubt starve to death, if not abruptly and suddenly, a slow and lingering death of morbid melancholy.

The poor pill vender behind the counter who smiles sweetly on one and all, no matter the state his mind is in at the time he so smiles, must do so serenely, just the same when he is selling a bottle of Kennedy's Golden Medical Discovery for one dollar and fifty cents, as when handing out a stick of Yucatan gum to a small child.

Unfortunately the writer of this prize essay has no toys, tin whistles, blow guns, dolls, jumping jacks, toy pistols, etc., which are kept in some drug stores; and it seems to the writer when enter-

ing a drug store which is full and hanging over the counter with such goods that any customer going into such a store overloaded with these toys, would be apt to ask for a "red wagon" just as quick as for charcoal tablets, which tablets would be better for the druggist to take than a "red wagon" for a child.

Drug stores, in the opinion of the humble writer, should be drug stores, and not variety stores with all kinds of kindergarten goods, which too many of them are getting to be. Well kept and well regulated drug stores should have side lines as hereinafter mentioned, without the toys.

Side lines of your humble servant consist in the first place in school books and stationery, which line is in nine-tenths of all the drug stores in the State of Illinois. This, however, has nothing to do with the drug store department, but is a side line issue which adds to the good looks of my place of business and the well being of the school children, which on the first day of school so crowd into the store that they cannot get out without school boy push and punch.

Wall paper, your essay writer, also has in stock, and he always has enjoyed a lucrative trade in this line in the many seasons past. It is a pleasure to be able to sell some poor but good customer wall paper which is marked twenty-five cents per roll, for five cents a roll, on which the druggist makes seventy-five per cent profit anyhow.

Heath & Milligan Manufacturing Company's Best Prepared Paint and Creolite Floor Paint are here displayed, which adds to the beauty of the store to such an extent that thousands of gallons of their goods are sold every year, which nets the writer a good living profit, for the reason that he is sole agent for their goods; and while he endeavors to sell all the goods in the paint line that he can, he also carries in mind that without profit, there is no need to sell the goods. Raw and boiled linseed oil, manufactured by Wright & Hill, have proved to be the very best oil on the market, and the writer sells large quantities of it at a larger profit than two cents a gallon, for he believes that there is no need to compete with inferior grades of oil which is being sold in the immediate neighborhood. Then comes varnishes, Climax Buggy Paint, varnish stains, and these with all the shades of Heath & Milligan's colors in oil, artistically displayed, add to his sales. To be able to put black buggy paint on a buggy and have it shine, will at any time put a good looking glass to shame.

Candy helps to make up the side line of the writer, and it is a pleasure to be able to give some wee child a piece of candy and make its little heart glad, and see how pleased the mother and father are. No doubt they will buy enough goods to doubly pay for the candy given away.

Whitney's No. 20 cider vinegar although away off from the drug trade, is also kept in our drug store, and at any time one can see his royal highness coming up out of the cellar with a jug of vinegar.

D. M. Ferry & Co. of Detroit, Mich., leave their garden seeds with us every year, and this must be called a side line for the reason that they are not drugs, yet at the same time the druggists are called upon to administer drugs to aid some small boy to get over the stomach-ache, caused no doubt from the effects of too much green fruit, which may have come out of the garden seed sold by the druggist.

Lime helps to make up the side lines, and any time that you may call upon the writer, you will no doubt find him going down into the cellar and coming up with a package of lime done up in a white paper, in which package there will be found all the way from five to twenty-five cents worth of good old white wash lime, which goods yield the writer five hundred per cent profit on the barrel.

Matches, too, are kept in stock and if anyone will go to the trouble to look behind my counter they will see the amount of matches which are required to be burned in a day from the sale of, and lighting of cigars, and no one would need to wonder that the sale of the writer of this essay will amount to from one to three thousand cigars per month.

Wells, Richardson & Co.'s Diamond Dyes are displayed in one corner of the store near the window, and here again comes the invitation to call and fully examine all shades for wool, cotton and mixed goods and feathers. Whiting, alabastine and all other preparations which go toward beautifying our homes, are also sold in large quantities. Kerosene oil is a side line kept by this essay writer, and here we desire to remark that it is the poorest paying article kept in the store, for the reason that it is greasy and dirty to handle and the profit derived from the sale of the oil by the gallon amounts to only the profit on the empty barrel sold here or returned. Then again we must very carefully take into consideration the many stores that sell kerosene oil, including the three hardware stores, and while we wish someone would take the whole kerosene trade which we have off of our hands, I presume that we are in it to stay, and a little kerosene oil on one's hands must be attended to when selling two cents worth of writing paper.

A full line of Acme, National, Haas and Blachford's Stock Foods are also carried in stock. The writer sells about three tons a year, on which there is a very small profit, owing to the fact that there are five other dealers in this village who handle different kinds of Stock Foods. One would suppose that the cattle and horses in general would be so well fed and cared for and doctored that they would live forever.

Window glass come in for a part of the the side lines, and it is very annoying to have to cut an odd size of glass, especially when we

are busy and have four or five customers who are waiting and anxious to go home. Newspapers and periodicals are also a side line of the writer, and have been for over twenty-five years past.

This essay writer is township school treasurer, which office he has held for twelve years, and we must here call this a side line for the reason that all things work together.

This writer is also a notary public and has held the office given to him by Governors Tanner, Altgeld and Yates. And here again, as with all druggists, he has an opportunity to do good for his pocket, as well as for the welfare of his fellow man.

Here, too, the writer wishes to say that he is a carriage trimmer, and has been for thirty years, and, in connection with his drug store, you can often find him outside of his place of business working on a top, with God's blue sky above him for a roof, and the sunshine for his light; and while following the rounds of every journeyman carriage trimmer, he has had his ups and down with the rest of mankind.

You will have a bitter pill of remorse heaped upon you in the event that the prize essay which I have endeavored to ease my mind with don't receive some attention from you. Believe me gentlemen this is my first effort at essay writing and I do not know whether you will be amused or not. I would like to have made my appearance with you and observed the ways and means by which you would like to have an essay written, and no doubt next year I would be able to do something for you; but this is original.

I thank you for your kind attention, and hope that this will receive due consideration, and that you will consider that the artist herein below signed, has endeavored to write what he thought, without due regard to rhetoric, grammar or language; that he has given you his honest convictions on the subject of side lines as he considers them, and that you will endeavor to treat him as honestly as he has the honorable committee of the Pharmaceutical Association of the State of Illinois.

THE PRESIDENT—The chair is informed that Mr. Avery also has a prize essay. We will now hear what he has to say on the subject.

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#### SIDE LINES.

BY CHARLES H. AVERY, CHICAGO.

It is not our purpose to embark on a voyage of discovery, in search of some new class of merchandise which might be added to our already too great variety, in hopes that our meagre income might be slightly added to thereby. Rather would we look around among the already established features of our business, and see if there may not be some which in the past were productive, but, owing to peculiar conditions, have ceased yielding a revenue.

In the earlier days of mining engineering, crude methods were employed, and vast piles of refuge ore were for many years passed by as worthless. In recent years, improved methods have yielded fortunes from the re-working of these neglected deposits. In other industries, such as gas plants, packing houses and oil refineries, former by-products have, as by the touch of a magician's wand, become sources of great revenue.

A generation ago, the average pharmacy afforded limited facilities for manufacturing, and it was a convenience to purchase many of the lines of "Elegant pharmaceuticals," which then were coming into demand. Capital, ever ready for profitable investment, seized upon this opportunity and pharmaceutical manufacturing plants multiplied, until they were counted by the score, and the space occupied by individual establishments was computed by acres instead of feet.

While noting the evidences of prosperity enjoyed by manufacturing pharmacists, we are reminded by way of contrast, that the average retail druggist has not experienced the same degree of financial success, and the question arises: To what extent have the profits of the retailer been diverted to the upbuilding of these great laboratories? Also the fear that the ease with which our pharmaceuticals could be purchased, instead of making them ourselves, may have produced in us a degree of lethargy now bordering on paralysis. We did not, a generation ago, foresee the danger involved in affording shelter to the "Camel's Head," whereby in time we should be caused to surrender our habitation to his entire body, and we be crowded out to be at the mercy of the wind and storm.

As the years have jogged along, we observe how, gradually and surely the web has been spun about us, and we have not only allowed our manufacturing to be done for us, but our markets for the goods also wrested from our hands, and we are passed by as the manufacturer and supply houses deal direct with our legitimate customers, until in a majority of towns and smaller cities the physician has become the sole dealer in all but the more crude drugs and patent medicines.

In the larger cities where the custom of prescription writing still continues, various methods are employed, with the same ultimate purpose, that of controlling the manufacture of all pharmaceuticals used, and the physician is besieged by every clever device, that he may be induced to prescribe the endless specialties controlled by the various manufacturers, and every week we are forced to place in stock some new production and keep on hand duplicate lines of the various pharmaceuticals.

Shall we remain in our slumbers and allow these conditions to be perpetuated, or shall we strive to turn our skilled labor into more productive channels? Why cast about for new "side lines" when

we have such fruitful, though neglected ones at our command? Would we not better work over the rejected ore, and turn the metal into our own cash register?

Previous to 1880 we had no pharmacy law, and the opportunity afforded for the employment of competent assistance was meagre, colleges of pharmacy were few, and the number of graduates small. To-day, the attainments of the registered pharmacists are so high that few pharmacies of any pretense exist where capable men are not in charge, whose average qualifications are as much superior to the pharmacist of a generation ago as the modern methods of lighting our stores surpass the old oil lamps of that time. In consequence of these changed conditions it should be possible for us to make nearly all of the preparations of the pharmacopoeia. We certainly should make the whole line of elixirs and syrups, also those embraced in the National Formulary.

This latter authority was created with the express object we would attain. It was issued by the authority of the American Pharmaceutical Association in 1888, and revised by its committee in 1896. Why it has not come into more general use it is hard to explain. Like some other blessings it may have been born out of season. However, the time is fully ripe for its adoption.

For the purpose of bringing to the attention of those not already familiar with the contents of this volume, I have prepared and have on exhibition here some forty or more preparations made after the working formulae and would invite an inspection of them to show some of the possibilities of the National Formulary as a help to us in carrying out the plans we have in mind. Our rally cry should be "Back to the Standard!" Let us ourselves get there first, and then inaugurate a crusade that shall bring back with us our worthy allies, the physicians. Establish cordial relations with them and convince them that the preparations of our making are worthy of their full confidence. If he is a prescription writer, induce him to no longer specify anything but U. S. P & N. F. If he insists on dispensing his own remedies, secure his trade and be his only source of supply. In every town and city druggists should join hands in getting up a banquet or similar event, at which the physicians of their vicinity should be their guests. After a social hour spent in disposing of refreshments, the interests may be tactfully drawn to the discussion of topics of common interest, such as "Substitution," "Refilling of Prescriptions," "Prescribing by Druggists," etc., and centering about the vital one of "Evils of Proprietary Remedies," and that of a more general adherence to our standards of *Materia Medica* and Pharmacy. Copies or epitomes of the National Formulary make ideal souvenirs for such an occasion and a line of "N. F." prescriptions should be at

hand for inspection, as an object lesson in "What ought to be." Where these methods have been adopted much direct benefit has resulted.

The question of "substitution" is now receiving unusual attention, and the line between criminal and justifiable substitution is becoming more clearly defined. As we view it, a better understanding between physicians and pharmacists may lead to a solution of the problem, by our medical brother, he becoming *his own substitutor*. When he has become properly inoculated with "N. F." virus, he will forget such obnoxious compounds as antikamnia, and will invariably write for Pulvis Acetanilidi Comp. He will use Pulvis Pepsin Compound instead of that extortionate one called Lactopeptin. In place of having us import Syr. Hypophos Comp., he will specify "N. F." and so dozens of the high-priced specialties of today would be tabooed, and the manufacture of pharmaceuticals would be confided to the personal attention of the pharmacists.

Is not this working along "Common Sense" lines? Should we be forced to carry in stock a dozen makes of Elixir Val Ammonia, when one standard preparation can meet every demand? The good judgment of the physician, when appealed to, will readily conceive the folly of requiring his pharmacist to carry a dozen varieties of Sweet Spirits of Nitre or Paregoric, and that one specially prepared article is of greater reliability than a dozen stale ones going to the bad while waiting for the call of their own friendly physician.

The inconsistency of "Our Friends," the manufacturing pharmacists, is nicely manifested in a label taken from a quart bottle of Wyeth's Syrup Hypoph. Comp. U. S. P. The physician is advised to prescribe the same in original bottles of Wyeth's product, so as to avoid *substitution* by the pharmacist. Isn't this the acme of nerve exhibition? Would the physician desirous of prescribing for his patient Syr. Rhubarb, write for a quart bottle of Wyeth's in original packages, so that the unscrupulous pharmacist should not be guilty of dispensing some of his own manufacture?

Preach the doctrine "Every Physician His Own Substitutor" and Bromidia will give place to Mist Chloral et Potassa Brom. No longer will he permit Gude, or Hayden, or Schlatterbeck to prescribe for his patients, but he will go back to his standards for his remedies and we shall do his compounding. We shall then hope for the end of the vicious workings of a bad copyright law, which forces us to pay tribute, as we are held up by highwaymen, who take life easy at our expense. Substitution by the physician may in a large measure be the means of returning to Germany that line of high-priced chemicals we have so little love for.

Don't go it alone. Individual effort will not accomplish much. Get the other pharmacists of your vicinity to be good fellows also.

Don't be afraid of expense. Our competitors are spending lots of our money. Why not do the investing ourselves? If we go deep down into our pockets for promotion funds we shall need deep pockets to hold the fruits of our undertaking. If your physician becomes a substitutor of Elixir Lactated Pepsin your extra profit is 100 per cent on every pound used. If you can knock out McArthur's and Fellows' syrups, your profits are equally large. If all the elixirs you dispense are home-made, you are a great winner. Acetanilid Comp. costs eight cents per ounce. Antikamnia one dollar. Isn't the goal worth striving for?

Sell the goods! Make the goods! The manufacturing pharmacists tell us we "cannot afford to make our pharmaceuticals as our quantities are too small." Then let us increase our output, being assured that as quantities increase, cost diminishes. Let our purchase be of "raw material" and not finished product.

How about Tinctures? Are they not rapidly becoming specimens of ancient history? Is not the reign of "Elegant Pharmacy" fast relegating them to a section of the store dangerously near the garbage barrel? Who is not guilty of having sometimes, in a moment of haste, refilled these bottles with reductions of fluid extracts, according to the easy method suggested by fluid extract makers? We must denounce this shiftless practice and mend our ways. Is it not bad policy from a financial standpoint as well as from a professional? If our Tinctures are made according to "U. S. P." standard, are they not more trustworthy than any old fluid extract which may have "done time" on our shelves?

Side lines! Side lines! And yet more side lines! Is it not time to call a halt on this policy of destructiveness? Should not ours be a constructive one? Shall we continue adding side shows to our exhibition till we become mere operators of department stores, or shall we strive to concentrate our energies on the salvation of pharmacy?

The present trend along all commercial lines is toward concentration. Concentration and co-operation may solve many of the problems of the drug trade of today. This is one great good that shall come out of the association spirit, now being manifested by pharmacists. When we can unite our common interest, it may be possible to perform what we cannot as individuals. May it not be possible to operate our own co-operative pharmaceuticals manufactory where we can produce at minimum cost, such goods as cannot be more properly made in our own laboratories?

Recently we have been pointed to the expediency of co-operation in this field. What think you of the policy of inducing physicians to become stockholders in the various pharmaceutical corporations? Will the present evil of "Specializing" be minimized when physicians are booming the business of the factory whose stock they

hold, and the dividends of which are of special interest to them? "Co-operation" is the watchword. Systematic association work in producing the most friendly relations possible between physician and pharmacist and in our business relations with each other, and we confidently predict a new era in our profession, which we hope in time will place us in command of the situation, where the pharmacist shall become, as of divine right, the sole dispenser of drugs and medicines.

THE PRESIDENT—If there are no other essays we will now proceed to vote upon the two that have been offered. How shall we take the vote?

MR. GREEN—Before we take a vote I would like a little information. Are we to vote on their diction or their common sense? Side lines are necessary. They are absolutely necessary to the average drug store. I did not stand behind a drug counter for twenty-seven years simply for the love of my fellow men. I stood there for a profit and I put in all the good side lines I could get hold of.

MR. W. C. SIMPSON, of Vienna—I would also like some information, as I do not know how to vote on the papers that have been read. Possibly Mr. Gale can explain whether we are to vote upon the question of whether side lines should be carried or not.

MR. GALE—The question is simply this: Which is the best written essay, without regard to the expediency of side lines.

After considerable discussion as to the relative merits of the two papers submitted, the vote by which the matter was referred to the association for award was reconsidered, and on motion of Mr. Forsyth the chair was instructed to appoint a committee of three to pass upon the papers and report its findings to the association.

The chair appointed Messrs. Stuebe, Steinmeyer and Scherer as the committee. At the succeeding session the committee made its report, unanimously recommending that the prize be awarded to Mr. Avery, the report of the committee being adopted without a dissenting vote.

THE PRESIDENT—The chair is informed that the committee on nominations is ready to make its report, and if there are no objections it will be received now.

#### REPORT OF COMMITTEE ON NOMINATIONS.

Your Committee on Nominations respectfully recommends the following officers for the ensuing year:

For President—Thos. Knoebel, of East St. Louis.

For First Vice-President—Herman Fry, of Chicago.

For Second Vice-President, Christian Garver, of Bloomington.

For Third Vice-President—H. C. Porter, of Rockford.

For Secretary—R. N. Dodds, of Springfield.

For Treasurer—Geo. C. Bartells, of Camp Point.

Respectfully submitted,

WM. K. FORSYTH,

W. O. STEINMEYER,

PAUL G. SCHÜH,

*Committee.*

THE PRESIDENT—The question is on the adoption of the report of the committee.

MR. GARVER—Before a vote is taken on the adoption of the report of the committee I would like to suggest the name of Mr. Bert Strickland of this city for Second Vice-President, instead of myself. Mr. Strickland is an active young man and I feel that he could better serve the association in the capacity of Second Vice-President than I can. I hope you will substitute his name in the report.

MR. GREEN—I think the speech we have just heard from Mr. Garver ought to be enough to insure his election. Mr. Garver is a good druggist, a man of a very few years, and I do not see any good reason why he should not accept the position.

MR. FORSYTH—Mr. Garver declines on account of his youth. I notice, however, that he is bald-headed and the committee will therefore stand by its recommendation.

MR. SIMPSON—I would like to know if a vote upon the report of this committee is compulsory? Are these three men who have brought in this report to dictate who the officers of this association shall be, and are not the other members here to have a voice in the election of officers?

THE PRESIDENT—A favorable vote upon the report of the committee is not in any sense compulsory. Any member on the floor has the privilege of offering a substitute report if he sees fit.

MR. SIMPSON—I notice by our printed program that the election of officers is set down for tomorrow. I do not understand why the regular order of business was suspended and a committee appointed for the purpose of bringing in nominations this morning. I make no objections to any man who has been recommended by the committee. They are all friends of mine and good men. Dick Dodds, who has been recommended for Secretary, is a good fellow and so is his brother Fred. All of the officers recommended are reputable men. My complaint is that we have had no opportunity to offer names. I think the nominations ought to be made from the floor and not by a committee. I had in mind the names of some friends of mine that I wanted to offer, but I have had no opportunity.

THE PRESIDENT—if the gentleman wants to nominate a candidate for any position he can do so when that order is reached on the

adoption of the committee report. It is true that the election of officers is on the program for tomorrow. It was thought best, however, and so stated by the chair, that on account of the large attendance this morning it would be better to have the election at this session. No objections were made at the time of the appointment of the committee.

MR. FORSYTH—The gentleman is entirely mistaken if he thinks this committee has taken "snap judgment." I now move you, Mr. President, that Mr. Simpson be given 10 minutes in which to prepare a ticket to present in opposition to the report of the committee.

MR. SIMPSON—I do not wish to offer a ticket. My point is that the nominations ought not to be made by a committee.

THE PRESIDENT—The gentleman will have ample opportunity to present any names he desires. If he does not wish at this time to present any we will proceed to take a vote on the adoption of the report of the committee.

After considerable parliamentary wrangling as to the manner in which the vote should be taken a motion was adopted that the Secretary be instructed to cast the vote of the association for the adoption of the committee report. The Secretary thereupon cast the vote of the association for the adoption of the report of the committee.

THE PRESIDENT—The National Association of Retail Druggists was to have been the subject of an address this morning by National Secretary Wooten. I am in receipt of a letter from Mr. Wooten this morning in which he says it will be impossible for him to be with us today, much to his regret. We are very sorry also that he cannot be present. I will ask the Secretary to read the letter from Mr. Wooten.

*Mr. H. Swannell, President Illinois Pharmaceutical Association,  
Bloomington, Ill.*

MY DEAR MR. SWANNELL—Much to my regret I find it impossible to attend the convention of the Illinois Pharmaceutical Association now in session. I am all the more regretful because it is the first meeting I have missed for a number of years and I am sorry to lose the opportunity of greeting those members of the association who attend year after year and among whom I deem myself fortunate in numbering many warm friends.

Having agreed to address the convention on the work of the N. A. R. D., I find that my name appears on the program for Wednesday morning's session. The privilege of speaking on behalf of the noble organization with which I have been connected for more than four years is one which I greatly enjoy, because I consider the N. A. R. D. the one hope of the druggists of the country. In saying this I

do not disparage the American Pharmaceutical Association whose invaluable services it is a privilege to acknowledge at all times. But in order to do business successfully the 40,000 retail druggists of the country must receive financial support adequate to their needs as men and women of education and culture.

The greatest need of the every-day man behind the prescription case is not an increased technical knowledge (this also is needed), but better opportunities for increasing his bank account so that he may get on without drudging so large a number of hours in the twenty-four, may have more opportunities to enjoy his home and social life, may have better chances to lay by something for a well earned rest in his old age. These much needed benefits the N. A. R. D. seeks to bring.

I shall not weary you with a long letter; this is unnecessary as I well know because of the enthusiasm on behalf of the N. A. R. D., which has always characterized the members of the I. P. A. If I had had the pleasure of addressing you at the time you read this letter I could not do more than urge upon our members the adoption of the enclosed resolutions, and I earnestly request that the resolutions which I have sent may be read and favorably acted upon.

One reason why I have been denied the privilege of attending the meeting of the I. P. A. is the absence in Colorado of our general organizer, Dr. Noel. He writes from Denver that the conditions in that city as the result of organization work are extremely satisfactory, the best prices on proprietaries being obtained there of any city of its size in the United States. On the Pacific coast the beneficent influence of the N. A. R. D. is growing rapidly and to all appearances we shall be able to maintain in that section an organizer whose qualifications eminently fit him for the exactions of this important position. New England has been thoroughly organized during the past winter and at present an organizer for that section is located in Boston, where he is doing splendid work in maintaining the satisfactory status that has been established. At present some of our men are in Maryland, one is in Ohio, one in New Jersey, and one located permanently in Philadelphia. Besides these we have two men in Texas and one in Iowa. The campaign in New York City is just being started, and it is gratifying to state that the prospect is very promising in spite of what at first appeared to be insurmountable obstacles. Altogether the outlook for the National Association is encouraging.

I should be recreant to my duty as spokesman for the National Association if I did not point out the one barrier to the association's success. This is inadequate financial support. It remains for us to educate our people to an understanding of the fact that if they want the N. A. R. D. or any similar association to represent them properly, they must be willing to provide the funds for its upbuilding and

maintenance. The druggists of the country must cease to look upon their dues to their local and state associations as being a grievous burden imposed upon them. I make bold to say that if the National Association should, by any misfortune, fail to accomplish its mission, it will not be through any lack of opportunity, but through a lack of appreciation of the opportunity which is manifested by a failure to provide adequate means for its success.

It is becoming more and more apparent that an organizer should be placed in charge of the N. A. R. D. work in every populous State, going from place to place as his services may be needed, organizing new associations and strengthening those already in existence. The present dues of the N. A. R. D. do not admit of this arrangement, and should therefore be increased. No investment which the druggists of Illinois can make will begin to compare with that of contributing to the maintenance of an organizer whose business it shall be to keep the druggists of the State in close touch with each other, prepared at all times to act in unison on questions vitally affecting their common interests.

The convention of the N. A. R. D. will be held this fall in the city of Washington, the second week in October. Illinois as the bulwark of the National Association must be well represented there, and I urge that a large number of the members of the I. P. A. attend this meeting. It is needless to say that no city in the country offers such exceptional advantages for a vacation as does the national capital during the month of October, and I hope that the attendance from our State may fully attest the enthusiastic interest which our members feel in the welfare of the N. A. R. D.

Thanking you, Mr. President, for having placed this hurriedly written communication before the members of our association, and hoping that the present meeting may be one of unusual interest, bringing to all who attend recreation and advancement in many helpful ways, I am with fraternal good wishes,

Sincerely yours,

THOS. V. WOOTEN, *Secretary.*

MR. W. F. BAUM, of Danville—I beg leave to offer the following resolution, which is referred to in Mr. Wooten's letter, and to move its adoption:

WHEREAS, It is a matter of pride with us that this association has always stood in the front rank of those who were battling for the financial and commercial interests of the druggists of the country, and

WHEREAS, We recognize in the National Association of Retail Druggists the most powerful agency that has ever existed for the betterment of our chosen calling, and

WHEREAS, We believe the National Association deserves the support of every druggists' association in the country so that its lofty purpose of making the drug business more remunerative and more satisfactory may be carried out. Therefore by the Illinois Pharmaceutical Association be it

*Resolved*, That our allegiance to the National Association is hereby enthusiastically reaffirmed.

*Resolved*, That our heartiest thanks are hereby extended to the executive officers of the National Association for their devotion to the commercial welfare of the druggists of the country and the hope is expressed that the results of their arduous labor may be even greater than their brightest anticipations.

*Resolved*, That the adoption by the National Association of the direct contract and serial numbering plan, which plan has been put into successful operation by the Dr. Miles Medical Company, has our grateful commendation, and it is the sense of this convention that the Miles Medical Company is entitled to the lasting gratitude of the druggists of America for the gallant fight it is making on behalf of full prices for proprietaries.

*Resolved*, That the incoming president is hereby instructed to appoint nine members of the association to represent the I. P. A. in the fifth annual convention of the N. A. R. D. to be held in Washington, D. C., October 5-8, 1903.

*Resolved*, That the members of this association are urged to give their best efforts to building up local associations of druggists in their respective localities and that these associations be made zealous supporters of the National Association and active helpers in carrying out the association's plans, to the end that by wielding the combined influence of the druggists' association of the country the executive forces of the N. A. R. D. may accomplish the purposes for which the National Association was formed.

On motion, the resolution was unanimously adopted.

After the meeting of the association, upon the request of the Secretary, Mr. Wooten furnished the following paper upon the benefits conferred upon the druggists of Illinois by the N. A. R. D.

#### BENEFITS CONFERRED BY THE N. A. R. D. UPON THE DRUGGISTS OF ILLINOIS.

BY THOS. V. WOOTEN.

In this practical age we ask of every man who solicits our aid, unless he be an object of charity, the far-reaching question, what is there in it for me? The members of the Illinois Pharmaceutical Association have a right to ask this question of any representative of the

National Association who may appear before them, and it is my purpose to answer this question briefly.

In the first place, what has been done in the past? The repeal of the war revenue tax on proprietaries will only be mentioned, because the attainment of the object, striking as it was, has been discussed at length already; but this significant victory for the retail trade has so emphasized the advantages to be gained from cooperation that we are fully justified in making it the text of an unlimited number of sermons, so aptly does it illustrate what can be done if we put our heads together to devise plans for the betterment of our business, and stand shoulder to shoulder to make these plans effective.

Not all of the proprietary manufacturers reduced their prices to \$2, \$4 and \$8, or to antebellum figures when the tax was removed, but most of them did, and there are now comparatively few whose prices are above these figures. At the organization convention of the National Association the attitude of the retail trade on the question of fair prices for proprietaries was so clearly set forth, and the agitation of the subject was taken up with so much vigor and determination by the local and State associations affiliated with the N. A. R. D. that no manufacturer has had the hardihood to put a new proprietary on the market since that time, the price of which was above \$2, \$4 and \$8. If there is one such preparation I do not recall it. It is an assured fact, that, had it not been for the deterrent effect of the National Association's influence many proprietors would today be charging \$2.40, \$4.80 and \$9.60 for their preparations. What an enormous saving has thus been effected by the N. A. R. D. on behalf of the druggists of Illinois!

The druggists of this State are getting better prices today than they have for many years, due directly to the influence of the national body. In many of the counties of the State associations have been formed by organizers of the N. A. R. D. In all of these counties prices on ordinary drugs were advanced in accordance with the careful instructions given in all cases by the national organizers. The use of the price schedule has added many thousands of dollars to the profits of Illinois druggists.

In scores of communities throughout the State prices have been restored on proprietary medicines and inasmuch as an increased profit of 25 cents a day on this class of goods means that \$90 have been added every year to the income of the individual druggists of your State, some idea of the enormous value of our work will be gained when I assure you that on this extremely conservative basis our association has added more than half a million dollars to the profits of the druggists of Illinois during the four and one-half years since the association was formed. You will observe that I have not taken into this

computation the increased profits on counter goods, surgical supplies, prescriptions, or those accruing from any other department.

In order to show what the N. A. R. D. is doing for your druggists I shall read, with your permission, the leading editorial which appeared in a recent issue of N. A. R. D. Notes, the official publication of the National Association. I take occasion here to request you to subscribe for this publication. It shows what we are doing now—and next week, the week after, and so on.

#### WINNING CONVERTS TO N. A. R. D. METHODS.

The N. A. R. D.'s twentieth century business policy is gaining recognition as sound and wholesome in proportion as the educational work of the retailer's great organization becomes influential in molding the thought and ideals of the drug trade. The beneficial results of the N. A. R. D. campaign against uncommercial practices are not generally secured in a wholesale way, *i. e.*, when measured by a single day's, week's or month's achievements the magnitude of the good accomplished does not impress even an interested retailer with the importance of the gains made. But when we look over a moderate stretch of time—say from the date of the Cleveland convention last September to the present time, a period of eight months—we are able to feel proud that we are members of the N. A. R. D. and had our part in it. In the matter of converts in the gospel of "To Live and Let Live," it may be said that the ranks of the cutters are being steadily thinned, and we are persuaded that it is only a question of time when all fair-minded persons conducting cut-rate stores will be convinced that the N. A. R. D. ideas of doing business are best for them, best for the trade as a whole, and best for the community the trade essays to serve. The obstacles in the way of successfully eliminating cut-throat competition are the two facts that some cutters are not fair-minded and that a new crop of cutters is constantly growing up to be reasoned with and converted, making the campaign practically an endless one. Hence, the wisdom of establishing the direct contract and serial numbering plan which makes cutting a breach of contract entailing heavy damages.

Nearly one hundred individual retail druggists and firms, who have heretofore conducted their stores on the cut-rate plan and found the plan more strenuous, if not exciting, than satisfactory or profitable, have since last September yielded to the arguments of the N. A. R. D. and followed the example of many cutters who had preceded them in embracing N. A. R. D. principles, and are now happy and satisfied members, or voluntary allies of the National Association. Publication of the names of these former cutters would bring into prominence, which might be more or less disagreeable, men who have seen the error of their way and are now warm friends of the N. A. R.

D. Interested members may, however, obtain whatever information they desire on this subject by writing to the National Secretary.

Probably department store competition is the most destructive form of price demoralization with which the drug trade has to deal, because no other class of goods seems to fill the specifications demanded in an ideal "leader," to the extent that does proprietary medicines. The goods are extensively advertised at the full price and that price appears on each package, making a cut from \$1 to 67 or 75 cents strikingly apparent even to the dullest and most unobserving mind. A cut on staples varying in quality and market price is not always apparent, often escaping all except those fully posted on current quotations and intrinsic values. But in the case of these stores, all departments are expected to pay a benefit, and not until the N. A. R. D. plan of cooperation has been employed was the drug department of the department stores made a paying instead of a losing venture to the proprietors of this class of mercantile institutions. The N. A. R. D. workers, national and local, have reasoned with these dealers and convinced a number of the wisest of them since last September that it would be best for them, as well as all others concerned, if they would decide to cooperate with us on terms of friendship and good-will. More than a dozen department stores have "lined up" on the side of fair and honorable competition through N. A. R. D. instrumentalities since the adjournment of the last national convention, and the list will be gladly furnished to interested members upon application to the National Secretary.

It is greatly to the credit of the proprietary manufacturers that the record covering the past eight months shows a clear white sheet for this important branch of the trade.

Since the last convention adjourned the direct contract and serial numbering plan has been formulated and put into effect on one popular line of remedies, on which full prices are being obtained throughout the country. The co-operation and support of the N. W. D. A. has been secured for the plan, and it may be said that direct contract methods have been established on such a solid foundation that their ultimate success may be regarded as practically assured, "no backward step" being possible.

Vicious legislation, as well as that which was senseless and troublesome without accomplishing any good purpose, has been defeated in a number of states. Organization work which is bound to result in important gains for our movement, has been inaugurated in Greater New York, following the brilliant work of putting the trade of the New England States on a more satisfactory basis than has been known since the advent of the cut-price mania.

The energetic and successful campaign of organization that has been and is being pushed on the Pacific coast, as well as in the West,

the Southwest, and in the Atlantic Coast States, is also deserving of mention.

Since last September the National Association has brought to bear such influences upon Congress that a reduction of the internal revenue tax of \$2.07 to \$1.32 per wine gallon on all the grain alcohol used by the retail drug trade is all but within our grasp. The Joy bill will doubtless pass early in the next session of Congress. This will effect a saving of 75 cents a gallon and an average of \$22.50 a year to every individual druggist, supposing the average amount of alcohol used by druggists for manufacturing purposes to be 30 gallons a year, which is a conservative estimate.

If anybody should ask you what the N. A. R. D. has done this year, point to the record above outlined and be assured that you have made an adequate answer. We have not referred to any of the magnificent achievements of the National Association and its workers ante-dating the 1902 convention, because the N. A. R. D. is constantly producing results, and it is therefore unnecessary to repeat from year to year in calling attention to the progress made in order to impress the drug trade with the efficiency of our organization. The motto which the present executive committee adopted for itself at Cleveland, just after the adjournment of the last convention, was, "Hold fast all we have gained and push hard for more." No body of men has ever tried harder to carry a program to successful issue; it is earnestly endeavoring to win and to retain the gratitude of the drug trade. It expects no other reward.

There has been distributed quite generally a reprint from Notes, entitled "Drug Tax a Bar to Science," which has been sent by the legislative committee of which Mr. John C. Gallagher, of Jersey City, is chairman, to the secretary of every association affiliated with the national body (nearly eight hundred in number), with the request that it be published in the newspapers read by the patrons of the members of these associations. It is our hope that a sufficiently strong sentiment against our monstrous patent laws may be aroused to enable us to secure legislation which will put American manufacturers on a par with the shrewd individuals who for a number of years have been obtaining at the hands of our government the right to make themselves rich at the expense of our sick and suffering people.

Indiana is fortunate in having furnished to the country a proprietary manufacturing firm that has had the courage of its convictions and was sufficiently impressed with the earnestness of the delegates to the last N. A. R. D. convention when they declared unanimously in favor of the direct contract and serial numbering plan to be willing to put this plan into operation, no matter how great the expense or trouble incurred thereby. Some criticism has been leveled

at the National Association for cooperating so closely with the Miles Medical Company in its efforts to sell its goods under this plan, but the National Committee would gladly have done as much for any other proprietor who had shown the same amount of courage and equal consideration for the wishes of the N. A. R. D.

What the N. A. R. D. will do in the future for the druggists of our State will depend much upon these druggists themselves. No plan for ameliorating the condition of those who have sought benefits through cooperation has ever been automatic. No such plan ever will be found, and if the druggists of Illinois want to do business under more satisfactory conditions they must rely upon themselves largely for the attainment of this object. The N. A. R. D. hopes to wield the influence which naturally belongs to the combined drug trade of the country.

From the day the National Association was organized it has been handicapped by lack of funds. It is greatly to the credit of Illinois druggists and to the Illinois Pharmaceutical Association that they have always furnished their share of the money that has been placed at the organization's disposal. That you will continue to do this I have no fear, but I feel that I would be recreant to my duty as an officer of the N. A. R. D. if I did not state plainly that the most serious obstacle in the way of the association's ultimately accomplishing the noble purpose for which it was formed is the scarcity of funds with which to do this work. It is plainly evident that a good deal more educational work remains to be done with our people to convince them that golden opportunities for making the drug business pay better, to be more remunerative and more profitable from every point of view, are slipping away because an unfortunate habit of being parsimonious in the matter of supplying their associations with the sinews of war has become so firmly fixed they seem to find it difficult to take a broader, more rational view of the exigencies and the opportunities of the hour.

The N. A. R. D. needs the moral and financial support of the I. P. A.; on the other hand, the I. P. A. needs badly the help, the increasingly efficient help, of the N. A. R. D. One of the objects of your State association is to prevent the imposition of obnoxious laws. How can this better be done than through bringing to bear at once and with mighty emphasis the various associations throughout the State? There are many benefits which the druggists of Illinois should be enjoying, that the State association, however hard it may try to secure them, cannot bring to you.

These benefits can only be gained by making use of the influence of *all* the State associations and *all* the local associations, throughout the country. To make effective use of this combined influence there must be some central body, some recognized head, and this

position the N. A. R. D. seeks to fill. If it is to succeed in accomplishing its great mission of making the drug business pay better, the need of such a central body must not only be recognized, but the extension of its field of usefulness and the enlarging of its power must be the constant aim of all who would see the drug business occupy its deserved place among the useful and honored calling.

THE PRESIDENT—Our association is exceedingly fortunate in having as an auxiliary to it the Illinois Pharmaceutical Travelers' Association, which meets with us for the first time this year. We welcome this organization to our ranks and extend to it through its officers the right hand of fellowship. President Hinckley was to have addressed us this morning, but owing to the fact that it was impossible for him to be here today Mr. Medbery, the First Vice-President of the association, has consented to take his place. I take great pleasure in presenting Mr. Medbery to you.

MR. H. W. MEDBERY, of Chicago—Owing to the unavoidable absence of our President, Mr. Hinckley, the pleasant duty of greeting you falls upon me. It affords me a great deal of satisfaction to be with you on this occasion, representing the Illinois Pharmaceutical Travelers' Association in its first annual convention as an organization. Our interests are mutual, both socially and financially, and we both derive great benefits from this further and better acquaintance and interchange of ideas. Organization is the watchword of the day. By it misunderstandings are avoided and pleasant relations established.

We, too, extend the right hand of fellowship and hope to meet with you a year hence as the strongest organization of pharmaceutical travelers in the United States.

Thanking you for your attention I will now retire in favor of the chairman of our entertainment committee, Mr. Gauss, who will say a few nice things.

MR. F. L. E. GAUSS, of Chicago—I have only two objects in intruding my presence at this time and adding to what Mr. Medbery has already so well said. First, as chairman of the entertainment committee, I acknowledge my indebtedness to the members of our association who have done noble work, and also to two men outside of our ranks—Herman Fry and Walter Gale—who have helped us immensely. I believe the organization of the Illinois Pharmaceutical Travelers' Association was one of the many ideas of Mr. Gale.

Our association has already had one big compliment paid it this year. The Missouri Travelers' Association is the largest organization of its kind in this country. That association had the audacity and courage to tell us that it so much appreciated and liked some of our circular letters that it stole the copy in its entirety.

We have devoted a great deal of time and spared no expense to make the entertainment features pleasant for the members of your as-

sociation. We shall be very much disappointed if your members do not turn out in a body and enthusiastically enter into the events which we have listed on the program. We have planned for twenty events and in order to get through with them it will be necessary for the entries to be made promptly.

The smoker this evening is going to be something that will please the gentlemen. My wife has an idea that I tell stories on such occasions and when I left home she admonished me not to tell any smutty stories. There will be none told tonight.

We have not overlooked the comfort of the ladies. Tonight, in the parlors of the hotel, we will have the pleasure of entertaining the ladies at cards and tomorrow morning we purpose giving them a trolley ride. I thank you for your attention and hope to see all of you at Miller Park this afternoon, where our athletic sports and events are to take place.

THE PRESIDENT—On behalf of the association I want to say to Mr. Gauss that we will be there in force, prepared to enter the contests.

We have with us today Mr. A. H. Beardsley, of the Dr. Miles Medical Company. We have heard a good deal of late about the "Miles Plan" and we will be glad to hear from Mr. Beardsley how the plan is working. It is a great pleasure to me to present Mr. Beardsley to you.

### "THE MILES PLAN."

BY A. H. BEARDSLEY.

*Mr. President, Ladies and Gentlemen of the Illinois Pharmaceutical Association:*

It gives me great pleasure to appear before you this bright morning in Bloomington, and I feel that as a representative of the Dr. Miles Medical Company, I am a welcomed guest. It is also a great pleasure to feel that the efforts of the Dr. Miles Medical Company in adopting the suggestions of the National Association of Retail Drugists in putting the full price and serial numbering plan into effect have been successful. You do not know what this means to us. You may not realize what it means to the retail drug trade of the United States. We did not realize it when we went into it. We did not realize the vast scope of this tremendous proposition, although we did not go into it blindly or without giving it, as we believe, a thorough investigation. Let me go back into history and explain this matter to you, probably more fully than you ever had it placed before you.

Last October I had the pleasure of attending the convention of the National Association at Cleveland. At that time and at that place the air was full of plans. There were ten or fifteen full grown

plans for eliminating cut rates, and nearly every man at the convention seemed to have at least one plan either fully developed or partially so. A committee was appointed and the reports of this committee were expected to be the same as the reports from the various committees, viz., some vague proposition which had not been tried and which was a theory pure and simple. At that time I was a pessimist on the subject of plans, and a hearty supporter of the tripartite plan, but had found it weak in many places, especially in this, that anyone who wanted our goods procured them in one way or another and without much difficulty, although as you well know the Dr. Miles Company has worked strictly to the tripartite plan.

I left Cleveland before the committee on plans made its report. I went over to Canada on a little investigating tour regarding the possibility of introducing Dr. Miles' remedies in that country. I found there, in working order, a plan which had been started by the Liquozone Company in April, and in October they had practically completed their work of putting the plan into effect, and their goods were not sold at cut rates at any place in Canada. This interested me very much and I returned to the States very much impressed with this new plan. Then, very much to my surprise, in reading the report of the convention at Cleveland I found that this same identical plan, with some slight variations, had been adopted and endorsed by the National Association of Retail Druggists.

We then began the investigation of this plan from a practical standpoint. We had a conference with several proprietors and tried to have them contribute to a fund to investigate the legal status in the various states, but we were unable to get other proprietors interested in the matter with us, and we, therefore, undertook the work of investigation independent and alone. Not only did we investigate the plan from a legal standpoint, but we canvassed a hundred cities and towns to see how the druggists themselves would take hold of the matter. We canvassed such cities as Chicago, Cleveland, Buffalo, Cincinnati, Louisville and besides this a large number of villages and small towns, and we found that the majority of the druggists would enthusiastically support us. Then taking up the matter with the National Association, we found they were only too glad to have some one take the initiative and adopt the plan at once.

January 19, 1903, we crossed the Rubicon and adopted the N. A. R. D. plan, that which has since been called the "Dr. Miles Plan," because the Dr. Miles Medical Company has been alone in adopting it and forcing it into operation. Why did we adopt the N. A. R. D. plan? Because the sentiment and demand for protection came from the retailer, the man behind the counter, and we acknowledged his right to protection. We adopted this plan because we believe in reciprocity; because we believe one good turn deserves another; because

we believe that the retail drug trade of the United States is entitled to a fair profit on our remedies, and we believe that where the retailer obtains a profit, he will not only sell Dr. Miles' remedies when they are called for, but he will also say a good word for them and push them; and we believe that where a retailer finds he cannot obtain profit on goods called for, where the proprietors of the goods seem indifferent to the fact that his goods are being retailed at cost or less, the druggist finds it absolutely necessary to substitute to protect himself and his family. Every merchant must make a profit on the goods he sells or go out of business. If he cannot make a profit on the Dr. Miles remedies we do not expect him to sell them.

It was for these reasons we took this decided stand. It was for these reasons that we were willing to place our business in the balance, take the risk of this innovation in a plan of marketing our goods—take the risk of spoiling or ruining a large and profitable business. We believed the day would come when somebody would take this risk, and we believed the firm that would take it would gain a large increase in its business through the cooperation of the retailers. We have not been disappointed. Our estimate of the drug trade regarding its loyalty to its own interests and thereby to ours was not misjudged. We have found that the retail druggist is alive to his own interests and he will help those who help him, and this explains why we have had a very large increase in the demand for Dr. Miles' remedies since we adopted the "Dr. Miles Plan."

We have spent a very large sum of money, and done an enormous amount of work with a tremendous correspondence, and no little annoyance, but the result, gentlemen, has been satisfactory to the retailer and to us.

I want to show you some of the benefits of this plan. First, we mark our goods in such a way that we can positively trace them, and these goods are followed down, or followed up, from the time they leave our hands until they reach the retail druggist, so that we can hold somebody accountable for them. The fact is, gentlemen, that the cutters "are up against it." The cutters are finding the greatest possible difficulty in obtaining our remedies. The majority of the cutters who have not signed our contract are now supplying their calls for Dr. Miles' goods by sending out and buying these goods at retail, buying them in somes cases, six bottles for \$5.00, but in the majority of cases paying full prices. The result is that they are selling them at a loss, and when they do sell them they sell mutilated packages with the numbers so far as possible cut out. Of all the goods we have had returned to us we have found but three packages which we could not identify and which we could not tell where they came from.

Let me read you a few extracts from a report from an advertising association which has traveling auditors who canvass cities and

make reports on newspaper circulation and trade conditions. These auditors are keen, bright, clear-headed men who thoroughly diagnose conditions in each of the various cities and towns on which they make reports. These reports are unprejudiced and are made from a standpoint of an outsider.

#### BUFFALO, N. Y., DRUG STORES.

"The latest city directory gives the names of 163 retail druggists and 16 wholesalers. About 90 per cent of the retailers belong to the Erie County Pharmaceutical Association, which prescribes rates of 22, 44 and 84 cents for quarter, half dollar and dollar goods. Nearly all dealers, however ask 25, 45 and 85 cents, the non-members of the association conforming to these rates. Several department stores have drug departments, but excepting for a leader, or during an occasional special sale, do not cut rates radically. The chief price cutting establishment of the city is Faxon, Williams & Faxon, who are not on the list of recognized dealers, issued by the N. A. R. D. They sell Kilmer's Swamp Root at 63 cents, Peruna at 59 cents, and Coke's Dandruff Cure at 55 cents, with other goods at proportionate reductions. Stoddart Brothers get out a line of preparations of their own, with wrappers and names somewhat similar to those of various well-known and generally advertised goods, in an apparent effort to profit by the extensive advertising of the latter.

Substitution is the ruling practice. The inspector made four drug store purchases, and in three instances an attempt was made to induce him to buy goods of local manufacture, instead of articles asked for. One of the articles called for was Ripan's Tablets."

Since the date of this report, February 25, 1903, the Buffalo druggists have all signed. Every druggist and dealer in Buffalo now sells Dr. Miles' remedies at full prices."

#### DETROIT, MICH., DRUG STORES.

"Out of 185 retail druggists in Detroit, 115 belong to the Detroit Retail Druggists' Association. Those outside of the association abide by its ruling and by its list of minimum prices to be asked.

The following is an excerpt from the last price list issued:

Hostetter's Bitters.....	\$ .80
Pinkham's Compound .....	.75
Pinkham's Blood Purifier .....	.80
Munyon's Inhaler .....	.75
*Miles' Heart Cure .....	.75
*Miles' Blood Purifier.....	.75
*Miles' Nervine .....	.75
Pyramid Pile Cure .....	.80
Kennedy's Medical Discovery .....	1.15
Kennedy's Favorite Prescription .....	.80

Pierce's Favorite Prescription .....	.75
Pierce's Golden Medical Discovery.....	.75
Hood's Sarsaparilla .....	.80
Vin Mariani .....	.95
Hyomei (complete) .....	.85
Hyomei (liquid) .....	.45
Fellow's Hypophosphites .....	1.15
Laxative Bromo Quinine .....	.20
Green's Nervura .....	.80
No-To-Bac .....	.90
Hamlin's Wizard Oil .....	.75
St. Jacob's Oil.....	.40
Omega Oil .....	.40
William's Pink Pills .....	.40
Williams' Pile Ointment .....	.75
Peruna .....	.75
Jayne's Expectorant .....	.75
Wine of Cardui .....	.75
Ayers' Cherry Pectoral .....	.75
Ayers' Sarsaparilla .....	.75
California Fig Syrup .....	.40
Carter's Little Liver Pills .....	.20

\*Dr. Miles' preparations are listed as above at 75 cents, but nearly all of the dealers have signed the serial numbering contract and now ask full price for these goods. Some of the larger downtown stores, notably Gray & Worchester, The Central Drug Co. and the Brown Pharmacy, have not yet signed the agreement. They got hold of some of the Miles goods by sending boys to buy 6 bottles for \$5 from other dealers, and retailed the same at 85 cents a bottle. Some of the dealers who had signed the Miles contract discovered this, and sent word to the others, who now refuse to deliver more than one bottle of these goods at a time to any person suspected of being an emissary of one of these stores.

April 13, 1903."

#### GRAND RAPIDS, MICH., DRUG STORES.

"The Grand Rapids Pharmaceutical Association includes all excepting three of the sixty retail druggists. The association authorizes a cut of 10 per cent on 50 cent and \$1.00 goods, which are accordingly sold at 45 cents and 90 cents respectively. The three outsiders maintain these prices, which prevail excepting on goods handled by the drug departments of the department stores. On these goods dealers meet the department store rates, which is 75 cents for the following: Pinkham's Vegetable Compound, Pierce's Favorite Prescription and Golden Medical Discovery, Peruna, Swift's Sure

Specific, Hood's Sarsaparilla, Ayers' Sarsaparilla, Paine's Celery Compound. Kilmer's Swamp Root is sold for 80 cents. *Dr. Miles' goods bring full prices, dealers having bound themselves by the contract and serial numbering agreement. All who were seen seemed much pleased with this plan.* Nearly all druggists use considerable care in dressing their windows. Exclusive displays were seen of Peruna, Swamp Root, Palmo Tablets, Vinol and Magic Skin Soap. Impressive displays of this kind can be obtained for a slight consideration, and are of value in Grand Rapids, where slowly moving crowds traverse the principal streets every pleasant evening.

April 30, 1903."

#### SAGINAW, MICH., DRUG STORES.

"The Saginaw Pharmaceutical Association includes all but three of the 33 retail druggists in Saginaw. Dealers were getting full prices until August, 1902, when the Filbert Drug and Medicine Co., not an association member, began cutting prices. Other dealers finally were forced to meet this concern, and 19, 39 and 79 cents are now the common prices for quarter, half dollar and dollar goods.

Some go even lower, as follows:

Pierce's Favorite Prescription .....	\$ .68
Peruna .....	.67
Pinkham's Compound .....	.67
Kilmer's Swamp Root .....	.68
Paine's Celery Compound .....	.67

*Dr. Miles' goods bring full price on account of the contract and serial numbering agreement.* The association leaves each dealer free to make his own prices. Exclusive displays of Orangeine and Paine's Celery Compound were seen. Local products had exclusive displays in several windows, so located as to be of value.

April 13, 1903."

#### LOUISVILLE, KY., DRUG STORES.

"The Louisville Retail Druggists' Association includes all but three or four of the local retailers, but it is now inactive and the trade is in a thoroughly demoralized condition. At a mass meeting of druggists a year or two ago, it was decided to issue a card price list. A committee was selected, which presented a price scale based upon 19, 39 and 79 cents, for quarter, half dollar and dollar goods. The scale was approved by all but three dealers, Renz, Reidemaker and Klusmeyer. These three refused to sign the agreement, cut prices to about cost on nationally advertised goods, and are not on the list of recognized dealers issued by the National Association of Retail Druggists. The three dealers now have a suit pending against the local association for conspiracy to boycott, based upon attempts which have been made to prevent them from getting goods. Meanwhile the association members have given up all attempt to enforce the schedule

of prices, and fierce competition has resulted in about cost figures for most generally advertised goods.

The following are some of the prices asked:

Pierce's Golden Medical Discovery .....	\$ .65
Pierce's Favorite Prescription .....	.65
Pinkham's Vegetable Compound .....	.67
Scott's Emulsion .....	.67
Warner's Safe Cure .....	.67
Wine of Cardui .....	.65
Peruna .....	.63
Paine's Celery Compound .....	.67
Listerine .....	.59
Hood's Sarsaparilla .....	.73
Greene's Nervura .....	.60
Swift's Sure Specific .....	.65
Kilmer's Swamp Root .....	.67
Cuticura Resolvent .....	.39
Carter's Liver Pills .....	.13
Allock's Plasters .....	.10
Hay's Hair Health .....	.35
Gude's Pepto-Mangan .....	.79

*Dr. Miles' goods seem to be the only ones bringing full prices.*

The result of this condition of affairs is, naturally, that every dealer carries a stock of the "non-secrets," many of them resembling in name or package well-known generally advertised goods, and these are pushed because there is some profit in them. Substitution is the rule rather than the exception.

May 23, 1903."

Another thing that gives us great pleasure is that mail order houses like Montgomery Ward & Co., and Sears, Roebuck & Co., have ceased listing our goods at cut prices. This eliminates a very annoying competition from the dealers who have country trade, and it is very gratifying to us.

There is another point that we did not anticipate and that is the putting into effect of the Dr. Miles Plan has brought a great many dealers to a point of view which they had not previously taken, namely, that if they can get full prices on the Dr. Miles goods they could also obtain full prices on other goods, and in a great many towns the smaller towns especially, the putting into effect of the Dr. Miles plan has brought the druggists together and they have put prices back where they should be. In a great many places also the druggists had become very slovenly in their methods of selling patent medicines. They would sell a man a dollar bottle of medicine and he would buy one at a time until he had used five and then he would claim the sixth

bottle free. The result was, not having an understanding with his neighbors, rather than offend this customer he would be obliged to comply with the demand. The consequence was that in a great many places dollar patents were being practically sold six bottles for \$5.00, one bottle at a time, and in a great many instances this has been entirely eliminated because of the agitation and putting into effect of our plan has brought the druggists together, and united them in eliminating foolish competition.

We found one serious difficulty, and this difficulty has been to impress upon the retail druggist the necessity of signing the Dr. Miles contract. The reason for this was a lack of organization. Where the retail trade was well organized and had energetic officers, our contract was signed up promptly and our troubles were soon over, but in many districts where they had no organization it was with the greatest difficulty we could convince the druggist that it was to his interest to sign up our contract, if at all. And I wish to impress upon you, gentlemen, the necessity of organization, the necessity of keeping an organization in good working order. You can not overestimate the benefits of thorough careful organization. It is just as necessary to have an organization in the retail drug trade as it is in the army of the United States. It is just as necessary to have an organization and good careful systematic energetic officers to keep the organization keyed up to concert pitch as it is to have a business well organized and systematically run, and I trust, gentlemen, that each of you will make a point to help in this great organization of the Pharmaceutical Association of Illinois. Remember that in union there is strength.

Now, gentlemen, do not forget that the Dr. Miles Medical Company is standing alone as an exponent and as a demonstrator of a theory or a plan proposed by the National Association of Retail Druggists. We are the only proprietary concern in the United States that has adopted the serial numbering and direct contract plan, as endorsed by your National Association. It is, therefore, to your interest, as well as ours, that the success of this plan be thoroughly demonstrated. We believe the retail druggists of the United States owe it to us to make this plan a success. So far we are well satisfied, but we do not want you to forget to push Dr. Miles' remedies. In pushing Dr. Miles' remedies you not only help us but you also help yourself. On our success depends the adoption by other proprietors. If we fail, other proprietors will not adopt your plan. If we succeed, some of them will be obliged to follow in our footsteps.

I want to show you how to push Dr. Miles' remedies. To every dealer who signs our contract is forwarded a certificate of agency for the Dr. Miles remedies, and this certificate of agency authorizes the dealer to absolutely guarantee that the first bottle or package of Dr. Miles' remedies will benefit the purchaser. If he is dissatisfied, if it

does not benefit, let him bring back the bottle or package and the dealer is authorized to repay him the money paid for the remedy, take his receipt for same and forward the receipt to us, and we will reimburse the dealer without fuss or friction. In this way the dealer gets his full profit in every case and the customer has an opportunity of trying the remedy without risk of loss. If you will only follow out this line and push Dr. Miles' remedies on this guarantee, you will find your trade will very rapidly increase.

We also have a very fine line of circulars, calendars and printed matter which we will be very glad indeed to have you use to help us push our remedies.

Gentlemen, I feel that I have taken up all of your valuable time that is necessary, and I thank you for your kind attention.

THE PRESIDENT—The association is very grateful to Mr. Beardsley for his very able address. It is the wish of the chair, as doubtless it is of everybody present, that the plan outlined by him speedily be taken up by all the proprietors.

If there is nothing further to come before us at this session the chair will entertain a motion to adjourn.

MR. BODEMANN—I think it would be well for the association to appoint representatives to act in conjunction with other bodies in the matter of the revision of the National Formulary. I therefore move you, Mr. President, that a committee of three be appointed for this purpose.

The motion was carried and the President appointed Messrs. Bodemann, Avery and Fry as such committee.

THE PRESIDENT—This concludes our program for this session. An adjournment will now be taken until tomorrow morning at 9 o'clock.

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### THIRD SESSION.

The association reconvened at 10 o'clock, Thursday morning, June 11, President Swannell in the chair.

THE PRESIDENT—Reports on conditions throughout the State is the first topic on our program this morning. It was the intention to have reports by congressional districts and with this view I wrote to the executive committeemen in the districts, with the exception of the Chicago districts, asking them to be prepared to submit reports. If there is anybody here who desires to say anything on this subject we will be very glad to hear from him now. I wrote Mr. Schuh and he said he could talk a great deal better than he can write. I notice that Mr. Schuh is with us this morning and I am therefore going to ask him to tell us how things are down about Cairo.

MR. SCHUH—I didn't say I could talk better than I can write.  
(Laughter.) I never wrote anything in my life that I am ashamed of  
and I hope the President will read my answer to his request.

THE PRESIDENT—I will ask the Secretary to do the reading.

The Secretary thereupon read the following letter from Mr. Schuh to President Swannell, which was followed by continued applause:

"CAIRO, ILL., MAY 29, 1903.

*Mr. H. Swannell, President Illinois Pharmaceutical Association, Champaign, Ill.*

DEAR SIR AND FRIEND—Your kind letter of May 25th came duly to hand and I note what you say and also what you expect of me. But, my dear sir, I must confess that I am a very poor writer, especially when it comes to writing on trade conditions and essays on side lines, etc. I am not "windy" enough for such business and therefore I hope and expect that you will excuse me for this time. Call on some of the "old fellows" who know more about such things than we "young fellows" do.

But if you and the Illinois druggists assembled in convention at Bloomington want to know my opinion about the condition of trade in Southern Illinois, I will tell them that the conditions are and have been pretty good. If any dealers in drugs, patent medicines, sundries, paints and oils, etc., have not made any money it is their own fault, unless cyclones and "sich" like have devastated or destroyed their stores or the country surrounding them. The secret is this: Get good and full prices for everything you sell and sell for cash only, or to responsible parties who will pay their accounts promptly every month. Buy and keep in stock anything that sells as side lines, even as well as cheap whiskey. My friend Ebert does not agree with me on this point, but that makes no difference to me, knowing very well that we cannot always agree with everybody on everything that comes up for discussion, but we can nevertheless be good friends at all times. With kindest regards, I am, Yours,

PAUL G. SCHUH."

MR. SCHUH—Is there anything the matter with that letter?  
(Laughter.)

A VOICE—It is all right Paul, and so are you.

THE PRESIDENT—Mr. Schuh puts it right when he says the secret of success is to get good prices for everything and to sell only for cash, or to those whom you know to be good paying customers. If there is nothing to be said we will pass on to the next number on our program.

MR. BODEMANN—Before we take up the next order of business I would like to present the report of the committee to which was referred the report of the Secretary and also that of the Treasurer.

## REPORT OF COMMITTEE ON SECRETARY'S AND TREASURER'S REPORTS.

Your committee, to which was referred the report of your Secretary and also that of your Treasurer begs leave to report that it finds the accounts of the Secretary and Treasurer tally to a cent.

We recommend that the Treasurer's request be endorsed and that his bond be increased to \$1,500. We also recommend that the Permanent Fund be raised from \$350 to \$500.

Respectfully submitted,

W. BODEMANN,  
E. R. BOND,  
LOUIS F. STUEBE,  
*Committee.*

The report of the committee was unanimously adopted.

THE PRESIDENT—We will now have the report of the Secretary on the vote of the registered pharmacists of the State for nominees to the Governor for appointment on the State Board of Pharmacy.

THE SECRETARY—Before I offer the report I would like to make a brief explanation of how the voting cards are made up and handled. At the meeting of the executive committee, which is usually held in the month of November, each member of the committee is asked to recommend two reputable pharmacists for the voting card, one for the Board of Pharmacy and one for the Advisory Committee of the University of Illinois. These names are then printed on a card, which is sent about the first of the year to every registered pharmacist in good standing, with a request that he vote for five on each card and return it to the Secretary in an addressed envelope which is sent with the card. Every effort is made by the Secretary to get a full vote, but notwithstanding this, less than one-third of the registered pharmacists of the State take the trouble to vote on these important propositions. I hope that every member present will do his best next year to see that every druggist in his neighborhood makes known his preferences in these matters.

Following is the result of the vote for members of the State Board of Pharmacy:

**REPORT OF SECRETARY ON VOTE OF THE REGISTERED  
PHARMACISTS OF THE STATE FOR NOMINEES TO  
THE GOVERNOR FOR APPOINTMENT ON THE STATE  
BOARD OF PHARMACY.**

		VOTES.
1st Congressional District,	G. H. Adamick, Chicago.....	134
2nd	" W. Bodemann, Chicago.....	582
3rd	" B. S. Cooban, Chicago.....	212
4th	" John Dietz, Chicago .....	267
5th	" John J. Chwatal, Chicago.....	88
6th	" Charles A. Thayer, Chicago.....	279
7th	" Otto J. Hartwig, Chicago.....	216
8th	" R. W. Hartwig, Chicago.....	121
9th	" Wm. T. Klenze, Chicago.....	107
10th	" Geo. P. Mills, Evanston.....	226
11th	" H. J. Baumann, Dundee.....	123
12th	" C. G. Bodman, DeKalb.....	135
13th	" E. E. Haller, Forreston.....	85
14th	" W. G. Ullemeyer, Rock Island.....	185
15th	" Geo. A. Anthony, Kewanee.....	172
16th	" J. E. Huber, Peoria.....	255
17th	" John U. Garver, Bloomington.....	285
18th	" W. F. Baum, Danville.....	235
19th	" M. F. Stacy, Tuscola.....	166
20th	" E. F. Frost, Winchester.....	119
21st	" Frank R. Milnor, Litchfield.....	197
22nd	" A. O. Kring, East St. Louis.....	178
23rd	" C. F. Prickett, Centralia.....	285
24th	" B. F. Michels, Albion.....	84
25th	" P. M. Post, Murphysboro.....	294

For your information I will say that the highest five are Mr. Bodemann, with 582 votes, Mr. Post, with 294, Mr. Garver, with 285, Mr. Prickett, with 285, and Mr. Thayer, with 279.

MR. FORSYTH—I move you, Mr. President, that the three receiving the highest number of votes be recommended to the Governor, and that the legislative committee be instructed to use every effort to secure the reappointment of Mr. Bodemann.

THE SECRETARY—There are two gentlemen who are tied for third place—Mr. Garver and Mr. Prickett—and I hope the gentleman will not insist upon his motion.

MR. BODEMANN—I hope Mr. Forsyth will withdraw his motion to instruct the legislative committee. Such action would not be fair to the others who have received votes enough to entitle them to be recommended to the Governor. I consider the vote I have received a sufficient rebuke to "yellow" journalism, and I prefer that the legislative committee be not instructed to exert any undue influence for my appointment, to the detriment of the others.

Mr. Forsyth then withdrew his motion, and on motion of Mr. Fry the highest five were recommended to the Governor, namely: W. Bodemann, Chicago; P. M. Post, Murphysboro; John U. Garver, Bloomington; C. F. Prickett, Centralia and Charles A. Thayer, Chicago.

THE PRESIDENT—The next thing in order is the report of the Secretary on the vote for Advisory Committee.

THE SECRETARY—The vote on Advisory Committee is as follows:

**REPORT OF SECRETARY ON VOTE OF REGISTERED PHARMACISTS FOR NOMINEES TO THE UNIVERSITY OF ILLINOIS FOR APPOINTMENT ON THE ADVISORY COMMITTEE, DEPARTMENT OF PHARMACY.**

		VOTES.
1st Congressional District,	Albert E. Ebert, Chicago.....	608
2nd " "	George A. Graves, Chicago.....	243
3rd " "	Fred D. Peirce, Chicago.....	223
4th " "	J. A. Kaerwer, Chicago.....	77
5th " "	Emil Behrens, Chicago .....	283
6th " "	George Ackerman, Chicago.....	236
7th " "	W. H. Brown, Chicago.....	123
8th " "	H. Brunn, Chicago.....	79
9th " "	Andrew Scherer, Chicago.....	238
10th " "	B. A. Tyler, Evanston.....	165
11th " "	Arnold Thies, Wheaton.....	87
12th " "	J. A. Campbell, Mazon.....	77
13th " "	Robert L. Hall, Apple River.....	94
14th " "	G. M. Thompson, Colchester.....	91
15th " "	George C. Bartells, Camp Point.....	217
16th " "	Ferd C. Pauley, Pekin.....	173
17th " "	Ralph F. Bradford, Pontiac.....	146
18th " "	J. J. Schubert, Kankakee.....	232
19th " "	H. D. Oldham, Urbana.....	209
20th " "	W. H. Garrison, Pearl.....	114
21st " "	L. C. Deck, Girard.....	163
22nd " "	Henry Steingoetter, Bellville .....	196
23rd " "	Wm. Florin, Altamont.....	119
24th " "	Guy F. Stonemetz, Mt. Carmel.....	135
25th " "	Charles E. Robertson, Sparta.....	262

Mr. FRY—The highest five on the list, as I caught it from the reading of the report, are as follows: Albert E. Ebert, Chicago; Emil Behrens, Chicago; Charles E. Robertson, Sparta; George A. Graves, Chicago, and Andrew Scherer, Chicago. I move you, Mr. President, that these names be recommended to the University of Illinois from which to select a successor to Mr. Frisbie.

Without discussion the motion was carried unanimously.

THE PRESIDENT—I think the appointments on the Advisory Committee ought to be spread over the State, in order that all sections may be represented.

MR. FORSYTH—That is all very nice in theory, but it does not work out so well in practice. Mr. Frisbie has never attended a meeting of the committee and has had no more to do with it than that table. I think at least three members of the committee should come from Chicago. Chicago druggists are the ones who are interested in the Chicago College of Pharmacy. I think the University will make no mistake if it appoints Mr. Ebert. He understands the work of the school and is particularly well qualified for the position.

THE PRESIDENT—The chair is informed that the Committee on President's Address is ready to make its report. I will ask Vice-President Fry to take the chair before the report is presented.

VICE-PRESIDENT FRY (in the chair)—The association is now ready to receive the report of the Committee on our President's Address.

#### REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS.

Your Committee on President's Address respectfully submits the following report:

The present healthful and prosperous condition of our association is the best tribute that can be paid to the efficiency of our retiring President and his cabinet.

We have carefully considered the salient features of our President's annual address and make the following deductions:

1. The importance of enlisting the cooperation of the entire retail drug trade is not overstated by our President, and we would urge the continuance of such features as have added so many to our numbers during the past year. We would also extend more widely the invitation to our clerks to become members, that they may continue as such with the view of not only thus adding to their own usefulness and profit while serving us as clerks, but become efficient workers in our association when they become our successors as proprietors.

2. That the policy of the officers of the association should be to promote the consideration of practical questions that will appeal to the condition and future welfare of members alike, whatever section of the State they may hail from.

3. The important N. A. R. D. feature of association work should receive our heartiest support and should be endorsed by our association in a manner so substantial as to encourage its officers in the continuance of their noble efforts to give to the retail druggists the full returns due them in the honorable pursuit of their calling.

4. We heartily concur in the recommendation of our President that we express our appreciation of the happy results of effort made by the Dr. Miles Medical Company of Elkhart, Ind., to afford retailers their full measure of profit from the sales of its remedies. We endorse fully the plan of action of this company and express the hope that its success in this line may be as far-reaching in its ultimate good as it now promises to be.

5. We recommend that the efforts which have been put forth heretofore, looking to the abolition of the unjust tax on alcohol, be continued, and we would suggest the appointment of a committee whose special duty it shall be to promote every means which may promise the accomplishment of this object.

6. The scarcity of competent clerks is a condition realized by us all. We are, however, at a loss to suggest a policy with a hope of solving the problem. The law of supply and demand will in time surely bring relief, inasmuch as the upward trend of wages paid our assistants may make our exacting calling more attractive to young men choosing a life occupation. That the wages heretofore paid for service requiring the highest degree of intelligence and skill have been wholly out of proportion, is apparent, and is a natural sequence of the demands made by a strict adherence to the pharmacy law.

7. Relative to the wish of the Retail Drug Clerks' Association for representation on the Board of Pharmacy, we would recommend that the members of the clerks' association interest themselves in the affairs of the Illinois Pharmaceutical Association, to the end that by their votes and influence they may insure representation on the Board. We should assure them that there is no discord between the aims of the two associations. Their desire for shorter working hours and other worthy reforms should at all times receive our sympathy and assistance, being assured that in the near future they are to become our successors and would not unwisely impose upon us conditions which would be irksome when they shall in our stead become employers.

8. The report of the legislative committee fully covers the new law with regard to the sale of cocaine, and requires no further comment by your committee.

9. With regard to the question of State aid for the State Board of Pharmacy, we leave it to the wisdom of the association or any committee which may be appointed in connection with this matter.

10. The happy results of this year's activity of the newly organized Illinois Pharmaceutical Travelers' Association has added so much to the pleasure and attractiveness of this meeting that we heartily recommend that this feature of our yearly gathering be continued and express the hope that our next gathering may be of

still greater attractiveness and be the means of enlarging the scope and usefulness of our association.

Respectfully submitted,

W.M. K. FORSYTH,

CHAS. H. AVERY,

PAUL G. SCHUH,

Committee.

VICE-PRESIDENT FRY—What is the pleasure of the association with regard to this report?

MR. GREEN—I suppose there is no occasion to discuss this report, but if the association will indulge me a few moments I would like to be heard. As you know, I am not now in the drug business and the chances are I never will be again, although I am trying to make enough money to afford it. For that reason perhaps you may think I am not interested. But I think a man who stood behind the counter twenty-seven years and passed through all the trials attendant upon such an experience must have sympathy for those who are passing through the same experience. I shall be one of you every year that I can possibly be. For that reason I want to urge upon any committee that may be appointed to take up this question of legislative support what I consider to be a very serious step. The advantages of the pharmacy law are so great as compared with what they would be without it that the paying of a \$1.50 for the privilege of continuing business as it is, or even \$10 a year, is a mere bagatelle. It is the best investment that can be made. All over the State you will find people inveighing against the pharmacy law. At the same time, if you will tell them its advantages they will change their minds. I do not believe we ought to accept State aid if it should be offered. In the first place, when the Board of Pharmacy requires every pharmacist and assistant to report to it annually, they have an absolute directory of all the druggists of the State. By this means, the discipline, which is so essential to the life of the law, is maintained. There are, in addition to this, a great many other arguments against the proposition to be taken care of by an appropriation, and I can think of none in favor of it.

Let us suppose that State aid is given. As we know there are enemies of the pharmacy law out all over the State and at every session of the legislature bills are introduced to repeal or mutilate the law. All these enemies will have to do is to center their fight on the committee on appropriations and if they are strong enough to defeat the appropriation, your law is dead. Again, if the Board of Pharmacy is dependent upon the legislature for financial aid, all sorts of demands will be made upon the Board of Pharmacy for registration of friends of the members of the committee in return for the appropriations. Propositions of this sort are quite common now,

but how much worse it would be if the Board was dependent upon the legislature for appropriations.

The benefits derived from this law are too great to have it jeopardized by any such action as has been talked of. You can well afford to pay the annual fee of \$1.50, and increase it if necessary. Do not ask the State to furnish the means for carrying out the law. If you do you deliver yourselves to the mercy of politicians. To my mind, such action would be the height of folly, and I entreat you never to take this step.

Not long ago there was a cry to know just where we stood and it was decided to carry a case to the highest court of the State. At a meeting of the Board of Pharmacy in Chicago I urged upon the members not to prosecute, but to humiliate the board rather than to let it go to trial, because I felt the court would not sustain the law. However, the case was taken to the supreme court and you lost from this law its very best feature. The result is that today every grocery store in this State can sell patent medicines. (Applause.)

PRESIDENT SWANNELL—It is simply a question of more funds. There are things to be said on both sides of this proposition. On the side that Mr. Green has just mentioned I had an interview with the ex-President of the State Board of Health. He advised me to let the law remain just as it is, saying his board would give anything if it could get control of its doctors through the dues system. I realize that it is very essential to retain some sort of control of the registered pharmacists of the State and I haven't much use for a druggist who cannot pay a \$1.50 a year.

The fact is, and I think the Board of Pharmacy will bear me out in this statement, the board has not sufficient funds to carry on the necessary prosecutions. Violations of the law are numerous. In my town there is not a drug store in ten that is run according to law. If we could get an appropriation from the State, the Board of Pharmacy would be enabled to prosecute violators.

The prosecuting attorneys down our way will not enforce this new cocaine law. They have too much respect for the voters to stir up a muss and they will not do it. If that law is enforced, it will have to be done by the State Board of Pharmacy. I believe that if the State Board of Pharmacy could gain a foothold on the appropriation list it would get its money every two years just the same as the other fellows do. The university always gets a big amount of money, and I think if we once get the ice broken the Board of Pharmacy will get all the money it needs without very much trouble. I would like to hear from Mr. Bodemann on this proposition.

MR. BODEMANN—After the law was changed in 1901 a great gain was made in funds. Before the change, candidates for examination were permitted to try an indefinite number of times and if they

failed the money was returned to them. As it is now they can take the examination but twice. These additional funds have enabled the Board of Pharmacy to put a man out in the State to look after violations of the law and he will be kept there.

MR. GREEN—I took a rather important part in getting the law changed, because when I was on the board we did not have enough money. Under the present law the Board of Pharmacy receives over \$3,000 a year more than it did when I was a member, assuming there are the same number of pharmacists. At the end of 1901 the board had a balance of almost \$2,000 and at the close of 1902 the balance was over \$3,000. The board now has funds to prosecute with. Men come from all over the United States to get an Illinois certificate because our certificates are better than a school of pharmacy. If the board feels that it has not money enough, let us raise the fees, but that is a hard thing to do. The fight of my life was made with Governor Altgeld. We had a struggle to keep him from vetoing the law you have on your statute books today. He approved it because he thought it a benefit to the trade.

You will make a serious mistake if you ever depart from this privilege of paying for the support of a law which is a benefit to you all.

PRESIDENT SWANNELL—There is no necessity for action upon this subject because we will have another meeting before the legislature meets again.

The report of the committee on the President's address was then adopted without further discussion.

PRESIDENT SWANNELL (in the chair)—We have now reached the order of unfinished business. Is there anything to come up under this order?

MR. FORSYTH—I move you, Mr. President, that the Treasurer be directed to forward \$201 to the National Association of Retail Drug-gists as the annual contribution from our association.

MR. BODEMANN—I desire to move as a substitute that \$125 be forwarded at the close of this meeting, the \$76 balance to be remitted before October 1.

The substitute motion was adopted without discussion.

THE SECRETARY—I desire to offer the following resolution with regard to the tax on alcohol and move its adoption:

WHEREAS, Our internal revenue law imposes a tax of \$2.07 on each wine gallon of alcohol, thus greatly increasing the cost of that substance and placing a heavy burden on the industries in which it is a necessary raw material, and

WHEREAS, The reduction of the tax from \$1.10 to 70 cents per proof gallon (\$2.07 to \$1.32 per wine gallon) would greatly benefit the

manufacturing industries of the country, and would cheapen the cost of articles of general consumption, and

WHEREAS, Such tax reduction would result in practically no loss of revenue to the government since, with a lower tax rate the use of alcohol for manufacturing purposes would be greatly increased, and the illicit distillation of spirits from which no revenue is now derived would be made unprofitable; therefore by the Illinois Pharmaceutical Association be it

*Resolved*, That we heartily favor a reduction of the tax on alcohol to 70 cents per proof gallon and urge the enactment of legislation for that purpose.

Mr. Forsyth offered the following resolution, which was unanimously adopted, the motion for adoption being put by the introducer:

*Resolved*, That the thanks of the Illinois Pharmaceutical Association are due and are hereby extended to our retiring President, Mr. H. Swannell, for the able and impartial manner in which he has conducted the affairs of the association during the past year.

THE PRESIDENT—I beg to assure you, gentlemen, that I very much appreciate this evidence of your kind feeling. What is the further pleasure of the association?

MR. FORSYTH—At our meeting last year there was submitted the draft of a proposed new constitution, which went over until this meeting. You will find the proposed constitution in the printed report of last year's proceedings, which has been distributed among us. It is rather lengthy and as doubtless all of you are familiar with it I hardly think it necessary to take up the time to read it. I therefore move, Mr. President, that it be adopted as the constitution of this association.

The motion was carried without debate.

On motion of Mr. Bodemann the salary of the Secretary for the ensuing year was left to the judgment of the executive committee.

Mr. Avery offered the following resolution, which was adopted by a rising vote:

At the close of this, a most important and successful meeting of the Illinois Pharmaceutical Association, we are reminded of the unusual social features of this occasion and the very enjoyable sojourn in this beautiful city of Bloomington; therefore, be it

*Resolved*, That we hereby express our hearty appreciation of the hospitality so generously extended to us by the citizens of Bloomington and extend our thanks to the local officers and committeemen who had the matter in charge.

MR. BODEMANN—I think this an opportune time to offer the following resolution:

WHEREAS, There are many slips betwixt lip and cup; many misfits in the making up of married couples, the result being that the divorce courts of Dakota are kept busy; and

WHEREAS, On June 10 we witnessed a wedding of the Illinois Pharmaceutical Travelers' Association to the Illinois Pharmaceutical Association that bids fair to result in a happy union, full of joy and comfort; therefore, be it

*Resolved*, That we, the members of the Illinois Pharmaceutical Association, solemnly pledge our true and full love to our spouse, the Illinois Pharmaceutical Travelers' Association, and if the said association say aye, let it be declared an indissoluble marriage, each pledging the other loyal and faithful support, for we, being the older, begin to feel our old age and realize that we need new young blood. The events of June 10 have proven to the druggists of Illinois that the Illinois Pharmaceutical Travelers' Association can furnish the regeneration we so much need.

The resolution was adopted amid rounds of applause.

On motion of Mr. Forsyth the time and place of the next annual meeting was left to the executive committee for determination.

MR. GREEN—I do not like the idea of a nominating committee. I think it takes away the right of a free choice. It seems to me that in order to save any embarrassment next year we ought to settle now how the nominations shall be made. I think the nominations ought to be made from the floor. A nominating committee is practically dictator for the time being. I never did like it and I do not believe it is fair.

MR. FORSYTH—I am heartily in favor of the suggestion of Mr. Green. It is not a fair way to select our officers. I have always been opposed to anything that savors of politics, and this scheme of a nominating committee was started by politicians. I have been up against it and know what it means. I therefore move that in future all officers be nominated in open convention.

MR. SIMPSON—I think our good sense should dictate how to proceed. Let us go ahead and do it right without being bound by any action of the association at this time.

MR. GREEN—I am very much surprised at the gentleman who has just taken his seat. I am reminded of a business meeting I recently attended in which everything that was proposed met with the objections of one of the members. His objections were carried to the extreme and became so numerous as to be ridiculous. The meeting was held on the sixth floor of an office building, and when we had

finished our work we found that the elevator was not running. We started to walk down stairs and I remarked that I would much rather walk down stairs than up. This fellow who had been doing all the objecting said he didn't know, but he believed he would rather walk up than down. (Laughter.)

Our friend yesterday was in favor of the proposition which has just been made, but now he is over on the other side.

Mr. Forsyth then withdrew his motion, and on his further motion it was ordered to be the sense of the association that in future all nominations for officers of the association be made in open convention.

MR. GALE—The annual convention of the N. A. R. D. will be held in Washington in October next. It is impossible for anybody to sit in that convention by proxy. As it is very difficult to ascertain by mail who intends to be present at the convention I suggest that the President call upon those in the room who expect to attend the convention to stand in order that the Secretary may take their names so that the incoming President may have a partial list of available timber for delegates.

The following signified their intention of attending the convention: Walter H. Gale, Chas. H. Avery, W. Bodemann, Wm. H. Sage, John J. Sorensen, Fred M. Schmidt, Iver L. Quales, Wm. K. Forsyth and Herman Fry, all of Chicago; W. F. Baum, Danville; W. C. Simpson, Vienna, and B. Schwartz, Jr., Salem.

On motion of Mr. Forsyth the Secretary was instructed to advise Mr. Knoebel by wire of his election as President and also to extend through him the sympathy of the association for the flood sufferers of East St. Louis.

On motion of Mr. Baum the association then adjourned *sine die*.

## MEMBERS

of the

## ILLINOIS PHARMACEUTICAL ASSOCIATION.

Revised to August 1, 1903.

NAME.	CITY.	COUNTY.
Abernethy, A.	Pontoosuc	Hancock
Achelpohl, C. H.	Quincy	Adams
Ackermann, A.	5058 S. Halsted st., Chicago	Cook
Ackermann, Geo. H.	409 S. Wentworth ave., Chicago	Cook
Adamick, G. H.	189 Madison st., Chicago	Cook
Adams, W. T.	5660 S. Halsted st., Chicago	Cook
Ahlborn, Frank H.	395 Wells st., Chicago	Cook
Aisenstadt, A.	395 S. Halsted st., Chicago	Cook
Aldridge, S. H.	Plymouth	Hancock
Alexander, A. R.	Richmond	McHenry
Alexander, F. R.	405 E. 43d st., Chicago	Cook
Aleth-Hansen, J. G.	1836 N. Kedzie ave., Chicago	Cook
Alex, Oscar	6108 Stewart, Chicago	Cook
Alexa, Ludwig F.	1900 W. 47th st., Chicago	Cook
Alcott, Lee P.	Jacksonville	Morgan
Alyea, Thos. E.	Princeville	Peoria
Anderson, D. S.	Creal Springs	Williamson
Anderson, P. A.	Streator	LaSalle
Angell, Chas. F.	Atlanta	Logan
Anicker, W. J.	Peoria	Peoria
Anthony, Geo. A.	Kewanee	Henry
Armbrecht, Louis	723 W. Lake st., Chicago	Cook
Armstrong, E. W.	Decatur	Macon
Armstrong, Chas. W.	Decatur	Macon
Arnold, T. S.	Watseka	Iroquois
Artz, Orlando W.	149 Racine ave., Chicago	Cook
Aschauer, A. G.	Springfield	Sangamon
Aschermann, Gustav S.	University Station, Seattle, Wash.	
Aumann, Frank C.	418 E. North ave., Chicago	Cook
Aumann, Henry	Quincy	Adams
Avery, Chas. H.	302 55th st., Chicago	Cook
Bacon, C. H.	Lockport	Will
Bachelle, R. von	130 E. 43d st., Chicago	Cook
Bader, Henry F.	E. St. Louis	St. Clair
Bahnsen, F. W.	Rock Island	Rock Island
Baker, Geo. R.	65 S. Clark st., Chicago	Cook
Baker, Chas. W.	2899 Archer ave., Chicago	Cook
Ballweg, Edward	Edwardsville	Madison

NAME.	CITY.	COUNTY.
Bambrough, C. E . . . . .	Polo . . . . .	Ogle
Bangert, Louis E . . . . .	406 E. Ravenswood P'k av. Chi., Cook	
Barber, Robt. A . . . . .	807 W. Irving Park Blvd., Chi., Cook	
Barth, G. F . . . . .	North Alton . . . . .	Madison
Bartlett, N. Gray . . . . .	94 22d st., Chicago . . . . .	Cook
Bartells, Geo. C . . . . .	Camp Point . . . . .	Adams
Barwig, Geo . . . . .	3659 S. Halsted st., Chicago . . . . .	Cook
Bate, Henry J . . . . .	126 N. Clark st., Chicago . . . . .	Cook
Battles, M. W., Jr . . . . .	Moline . . . . .	Rock Island
Battles, Chas. E . . . . .	Moline . . . . .	Rock Island
Batt, Benj. B . . . . .	465 Paulina st., Chicago . . . . .	Cook
Batt, Bruno . . . . .	948 Chouteau ave., St. Louis, Mo.	
Bauer, J. T . . . . .	Stonington . . . . .	Christian
Baum, W. F . . . . .	Danville . . . . .	Vermilion
Baumann, C. T . . . . .	Springfield . . . . .	Sangamon
Baumann, G. E . . . . .	Springfield . . . . .	Sangamon
Baumann, H. J . . . . .	Dundee . . . . .	Kane
Buamgart, Fred . . . . .	Danville . . . . .	Vermilion
Beancroft, J. H . . . . .	1045 E. 58th st., Chicago . . . . .	Cook
Beckmann, H. O . . . . .	Emden . . . . .	Logan
Behlke, E. E . . . . .	441 State st., Chicago . . . . .	Cook
Behrens, P. J . . . . .	727 Grand ave., Chicago . . . . .	Cook
Behrens, W. B . . . . .	268 E. 55th st., Chicago . . . . .	Cook
Beidler, S. L . . . . .	Mt. Pulaski . . . . .	Logan
Bellach, B. H . . . . .	284 Lincoln ave., Chicago . . . . .	Cook
Benson, A. J . . . . .	2401 Indiana ave., Chicago . . . . .	Cook
Bennett, G. M . . . . .	Urbana . . . . .	Champaign
Benton, W. M . . . . .	Peoria . . . . .	Peoria
Berger, F. J . . . . .	930 Southport ave., Chicago . . . . .	Cook
Berger, G. H . . . . .	Carlyle . . . . .	Clinton
Bermele, G. F . . . . .	1471 35th st., Chicago . . . . .	Cook
Bernbrock, John B . . . . .	Quincy . . . . .	Adams
Bernhardt, A. P . . . . .	1336 Belmont ave., Chicago . . . . .	Cook
Bickelhaupt, H . . . . .	Edwardsville . . . . .	Madison
Bickhaus, Conrad . . . . .	11156 Michigan ave., Chicago . . . . .	Cook
Biermann, Wm. H . . . . .	468 W. Chicago ave., Chicago . . . . .	Cook
Bilz, Michael A . . . . .	709 W. 21st st., Chicago . . . . .	Cook
Bishop, Isaiah . . . . .	Eliza . . . . .	Mercer
Bishop, Ernest . . . . .	Bement . . . . .	Piatt
Bishop, Arthur S . . . . .	639 W. Madison st., Chicago . . . . .	Cook
Blahnik, Mrs. Marie . . . . .	88 W. 18th st., Chicago . . . . .	Cook
Blahnik, V. L . . . . .	1062 S. Troy st., Chicago . . . . .	Cook
Blaeszer, Jos . . . . .	Harrison & Queen City ave., Cincin., O.	
Blocki, John . . . . .	56 5th ave., Chicago . . . . .	Cook
Blood, I. W . . . . .	4100 Cottage Grove ave., Chi., Cook	
Bock, G. C . . . . .	Smithton . . . . .	St. Clair
Bodemann, Wilhelm . . . . .	Lake ave. & 50th st., Chicago . . . . .	Cook
Bodenschatz, J. G . . . . .	Lemont . . . . .	Cook
Bodman, C. G . . . . .	DeKalb . . . . .	DeKalb
Boehm, John J . . . . .	748 S. Halsted st., Chicago . . . . .	Cook
Boe, A. M . . . . .	845 Sheffield ave., Chicago . . . . .	Cook
Bogardus, H. E . . . . .	Plano . . . . .	Kendall
Bollinger, Geo . . . . .	3801 State st., Chicago . . . . .	Cook
Bond, E. R . . . . .	Colo . . . . .	Bureau
Borcherdt, J. C . . . . .	16 N. Lincoln st., Chicago . . . . .	Cook

NAME.	CITY.	COUNTY.
Boring, A. M	Carlinville	Macoupin
Bower, E. Z	Olney	Richland
Bower, G. W	Olney	Richland
Bower, Wm	Olney	Richland
Bowman, C. A	Peoria	Peoria
Bray, John F	Joliet	Will
Brabrook, W. A	296 Ogden ave., Chicago	Cook
Bradford, Ralph F	Pontiac	Livingston
Bradley, M. M	Chatham	Sangamon
Brauns, Gustavus	56 5th ave., Chicago	Cook
Brauns, M. L	156 E. Belmont ave., Chicago	Cook
Bramstedt, H. L	1100 N. Halsted st., Chicago	Cook
Breves, Chas	703 W. 14th st., Chicago	Cook
Brewer, M	Monmouth	Warren
Brendecke, A. G	242 W. Randolph st., Chicago	Cook
Briggs, J. S	Amboy	Lee
Brown, W. H	1163 Byron st., Chicago	Cook
Brown, R. L	1985 N. Ashland ave., Chicago	Cook
Brown, Katherine B	Sterling	Whiteside
Brownback, H. O	Ashland	Cass
Brokaw, W. H	Sheldon	Iroquois
Brookings, A. C	Duquoin	Perry
Broom, Lewis H	Effingham	Effingham
Brunn, H	282 Grand ave., Chicago	Cook
Bucholz, V. A	Keensburg	Wabash
Buckworth, D. L	LeRoy	McLean
Burdick, Orson A	Anna	Union
Burger, J. A	4729 Ashland ave., Chicago	Cook
Burke, Emil C	Cambridge	Henry
Caillouette, Godfrey	Beaverly	Iroquois
Cain, H. E	3557 W. 63d st., Chicago	Cook
Calvin, L. G	1106 W. 59th st., Chicago	Cook
Campbell, A. J	Mazon	Grundy
Campbell, W. L	84 State st., Chicago	Cook
Campen, A. F	Peoria	Peoria
Capps, Geo. B	Vandalia	Fayette
Carrothers, W. G	Fairfield	Wayne
Case, Geo. E	Princeton	Bureau
Casey, F. R	Casey	Clark
Caswell, S. J	Rockford	Winnebago
Chamberlain, H. W	Alton	Madison
Chamberlain, Susannah	Albany	Whiteside
Chantler, V. H	1410 35th st., Chicago	Cook
Christie, J. O	Quincy	Adams
Christensen, F. O	1235 Jackson Blvd., Chicago	Cook
Christensen, L. A	Baldwin	Wisconsin
Chwatal, John J	Chicago	Cook
Chwatal, Jas. E	973 Central Park ave., Chicago	Cook
Clark, Geo. H	Plasa	Macoupin
Clark, A. T	Belleville	Morgan
Clark, A. H	Springfield	Sangamon
Clancy, C. L	1249 N. Clark st., Chicago	Cook
Clarrissey, Thos. H	512 S. 48th ave., Chicago	Cook
Joat, Harvey H	Mason City	Mason
Codding, M. B	Knoxville	Knox

NAME.	CITY.	COUNTY.
Coen, G. H .....	Normal .....	McLean
Coffinberry, Samuel .....	Peoria .....	Peoria
Colburn, E. G .....	6062 State st., Chicago .....	Cook
Cole, John .....	Williamsfield .....	Knox
Cole, A. C .....	658 E. 42d st., Chicago .....	Cook
Conant, John B .....	Springfield .....	Sangamon
Condo, J. P .....	Moccasin .....	Effingham
Conrad, John .....	25 E. 47th st., Chicago .....	Cook
Conner, John Q .....	Metropolis .....	Massac
Conzet, John .....	Greenup .....	Cumberland
Cooban, Benj. S .....	559 W. 63d st., Chicago .....	Cook
Coover, Percival V .....	Jacksonville .....	Morgan
Corbus, W. F .....	LaSalle .....	LaSalle
Corey, H. M .....	4158 Cottage Grove ave., Chi., Cook	
Covell, John D .....	Forreston .....	Ogle
Cowen, H. S .....	E. St. Louis .....	St. Clair
Cox, Wilbur .....	Rockford .....	Winnebago
Coyne, C. C .....	Moline .....	Rock Island
Coyer, Wm. R .....	Galesburg .....	Knox
Cramer, W. H .....	200 W. Randolph st., Chicago .....	Cook
Cress, Chas. E .....	157 53d st., Chicago .....	Cook
Crill, E. E .....	DeKalb .....	DeKalb
Crosby, Henry .....	Viola .....	Mercer
Crum, B. E .....	Fisher .....	Champaign
Cullop, Samuel .....	West York .....	Crawford
Culp, S. W .....	Morrisonville .....	Christian
Cummings, L. A .....	Bunker Hill .....	Macoupin
Cunningham, J. M .....	Erie .....	Whiteside
Cutter, Scott C .....	Oswego .....	Kendall
Czerniewski, E .....	612 Throop st., Chicago .....	Cook
Daligger, Andrew .....	1402 Wrightwood ave., Chicago .....	Cook
Daniels, Geo. C .....	Iuka .....	Marion
Daniels, A. K .....	Ludlow .....	Champaign
Darcy, H. T .....	312 91st st., Chicago .....	Cook
Davis, Morgan J .....	Cerro Gordo .....	Platt
Davis, G. G .....	Wyoming .....	Stark
Davis, W. W .....	Bement .....	Platt
Davis, Green B .....	DeSoto .....	Jackson
Davoll, David L .....	.....	Caro, Michigan
Day, W. B .....	465 State st., Chicago .....	Cook
Dean, C. C .....	Somonauk .....	DeKalb
Dearth, E. A .....	Grand Ridge .....	LaSalle
Deck, L. C .....	Girard .....	Macoupin
Decker, August .....	Macomb .....	McDonough
Delbridge, John B .....	95 Wabash ave., Chicago .....	Cook
DeMonbrun, W. C .....	Sullivan .....	Moultrie
Devall, E. O .....	Rose Hill .....	Jasper
Dickerson, L. M .....	Brighton .....	Macoupin
Dietz, Alvin .....	3901 Wentworth ave., Chicago .....	Cook
Dietz, John .....	4446 State st., Chicago .....	Cook
Dillman, A. R .....	McLean .....	McLean
Diller, R. W .....	Springfield .....	Sangamon
Diller, Isaac .....	Springfield .....	Sangamon
Dimond, S. B .....	Albany .....	Whiteside
Dodds, R. N .....	Springfield .....	Sangamon

NAME.	CITY.	COUNTY.
Doederlein, R. H .....	Webster ave. & Halsted st., Chi.	Cook
Dodge, F. W .....	482 S. Western ave., Chicago .....	Cook
Dorner, E. A .....	557 N. Clark st., Chicago .....	Cook
Doty, V. P .....	Hampshire .....	Kane
Drake, Jas. M .....	Paris .....	Edgar
Dressel, H. G .....	323 S. Western ave., Chicago .....	Cook
Duncan, W. D .....	Ottawa .....	LaSalle
Duncan, Andrew W .....	Flat Rock .....	Crawford
Dunlap, Con .....	Greenup .....	Cumberland
Dyas, Wm. M .....	Arlington Heights .....	Cook
Dyche, Wm. A .....	1882 Sheridan Road, Evanston .....	Cook
Ebert, Albert E .....	426 State st., Chicago .....	Cook
Eberlein, F .....	100 Lake st., Chicago .....	Cook
Eckart, R. J .....	Collinsville .....	Madison
Edwards, F. G .....	Mt. Carroll .....	Carroll
Egler, W. F .....	167 Dearborn st., Chicago .....	Cook
Ehrlicher, H. M .....	Pekin .....	Tazewell
Ehrlicher, O. D .....	Pekin .....	Tazewell
Eilbracht, W. E .....	Waterloo .....	Monroe
Eldred, W. H .....	2500 N. 42d ave., Chicago .....	Cook
Ellis, Milton G .....	Ellsworth .....	McLean
Emmert, Jos .....	Freeport .....	Stephenson
Emple, I. N .....	6202 Wentworth ave., Chicago .....	Cook
Engel, W. F .....	361 W. Chicago ave., Chicago .....	Cook
Engels, N. R .....	759 W. 47th st., Chicago .....	Cook
Erickson, H. E .....	2458 Wentworth ave., Chicago .....	Cook
Esslinger, A .....	Danville .....	Vermilion
Evans, J. W .....	Varna .....	Marshall
Evans, Nathan .....	43d st. & Grand Bvd., Chicago .....	Cook
Fahnestock, A. L .....	Glasford .....	Peoria
Fahrner, John .....	Joliet .....	Will
Fahrner, Puis M .....	Joliet .....	Will
Falkenberg, F. E .....	688 W. Chicago ave., Chicago .....	Cook
Farrar, Geo. B .....	987 Ogden ave., Chicago .....	Cook
Fastabend, F. B .....	1500 Ashland ave., Chicago .....	Cook
Faupel, A. A .....	336 Park ave., Chicago .....	Cook
Faulkner, W .....	Champaign .....	Champaign
Farrell, H. G .....	Peoria .....	Peoria
Feeley, Wm .....	Scottville .....	Macoupin
Feldkamp, C. L .....	55 Beethoven Place, Chicago .....	Cook
Fellenstein, Jacob .....	New Grand Chain .....	Pulaski
Fenn, C. W .....	Prophetstown .....	Whiteside
Fenne, L. N .....	1836 N. Kedzie, Chicago .....	Cook
Fernitz, G. W., Jr .....	859 W. North ave., Chicago .....	Cook
Fetherstone, E. B .....	3593 N. Clark st., Chicago .....	Cook
Ferry, D. C .....	Marshall .....	Clark
Fincakh, Wm .....	212 Clybourn ave., Chicago .....	Cook
Finninger, P. E .....	420 26th st., Chicago .....	Cook
Fischbeck, W. A .....	Bloomington .....	McLean
Fischel, Emil .....	98 E. 31st st., Chicago .....	Cook
Fischer, Carl F .....	1248 Bryn Maur ave., Chicago .....	Cook
Fish, W. H .....	Baylis .....	Pike
Flagg, Edmund .....	Hoopes-ton .....	Vermilion
Fleury, Frank .....	Springfield .....	Sangamon
Flexer, A. W .....	Joliet .....	Will

NAME.	CITY.	COUNTY.
Florin, Wm	Altamont	Effingham
Flynn, J. M	Elburn	Kane
Foltz, F. P	Abingdon	Knox
Fonstein, Boris	350 E. North ave., Chicago	Cook
Forsyth, Wm. K	3100 State st., Chicago	Cook
Foster, S. E	Millington	Kendall
Foster, A. A	Mt. Carroll	Carroll
Foster, R. J	Tuscola	Douglas
Foucek, C. G	586 Center ave., Chicago	Cook
Fox, Francis M	3199 Archer ave., Chicago	Cook
Frantz, J. S	4300 Grand Blvd., Chicago	Cook
Frank, Jos. S	1144 Milwaukee ave., Chicago	Cook
Frank, Gustave	557 S. Jefferson st., Chicago	Cook
Frank, Sol. P	39th & Calumet ave., Chicago	Cook
Freeman, D. J	1826 N. Clark st., Chicago	Cook
Frerksen, R. C	1231 W. North ave., Chicago	Cook
Frisch, J	Springfield	Sangamon
Fritzsche, P. R	Peoria	Peoria
Frost, E. J	Winchester	Scott
Fry, Heman	266 E. North ave., Chicago	Cook
Gaffron, E. R	Bloomington	McLean
Gain, J. W	E. St. Louis	St. Clair
Gale, Walter H	34 Washington st., Chicago	Cook
Gauger, Mary J	Xenia	Clay
Garner, J. P	101 N. Park ave., Chicago	Cook
Gardiner, W. S	2976 S. Park ave., Chicago	Cook
Garrison, G. B	Pearl	Pike
Garrison, H. D	Pearl	Pike
Garrison, W. H	Pearl	Pike
Garver, Christian	Bloomington	McLean
Garver, John U	Bloomington	McLean
Gary, W. A	Greenfield	Greene
Gerlach, H. G	Maple Park	Kane
Germann, H	Quincy	Adams
Gfroerer, Geo. S	439 W. Taylor st., Chicago	Cook
Gill, John J	274 E. 57th st., Chicago	Cook
Glass, C. E	Mason City	Mason
Gobble, John P	Scottville	Macoupin
Goetz, Henry	670 N. Clark st., Chicago	Cook
Goll, Bruno H	661 W. 12th st., Chicago	Cook
Goll, W. H	336 W. VanBuren st., Chicago	Cook
Goodman, Fred M	McHenry	McHenry
Goodner, Jas. T	Richview	Washington
Gorges, Albert	701 Belmont ave., Chicago	Cook
Gossmann, F. A	Pana	Christian
Gottrick, Frank O	Knoxville	Knox
Grace, J. H	West Salem	Edwards
Graft, Owen	Jacksonville	Morgan
Graham, S. A	Waynesville	DeWitt
Graham, E. E	Ramsey	Fayette
Grassly, C. W	287 W. 12th st., Chicago	Cook
Grassly, W. L	Jacksonville	Morgan
Graser, Chas	Springfield	Sangamon
Graves, G. A	3916 Ellis ave., Chicago	Cook

NAME.	CITY.	COUNTY.
Green, H. H .....	Bloomington .....	McLean
Green, W. A .....	Amboy .....	Lee
Grenamier, J. T .....	439 W. Madison st., Chicago .....	Cook
Grieben, M .....	1204 Wrightwood ave., Chicago .....	Cook
Grubb, J. E .....	118 E. 53d st., Chicago .....	Cook
Grund, C. H .....	35th st. & Archer ave., Chicago .....	Cook
Guenther, C. P .....	Freeport .....	Stephenson
Guild, E. C .....	Wheaton .....	DuPage
Gustafson, Chas. W .....	Rockford .....	Winnebago
Hass, A .....	1052 N. Western ave., Chicago .....	Cook
Hadley, Weymouth .....	Keithsburg .....	Mercer
Haeger, Fred .....	92 State st., Chicago .....	Cook
Haering, G. V .....	79 W. Madison st., Chicago .....	Cook
Haines, Eugene H .....	Jacksonville .....	Morgan
Hall, S. C .....	Omaha .....	Gallatin
Hall, Wm .....	Apple River .....	JoDavies
Hall, Robert L .....	Apple River .....	JoDavies
Hall, Lawrence .....	St. Joseph .....	Champaign
Hall, Jos .....	Edgewood .....	Effingham
Hall, Samuel B .....	Sullivan .....	Moultrie
Haller, E. E .....	Forreston .....	Ogle
Halsted, R. L .....	Rock Falls .....	Whiteside
Halverson, R. M .....	3511 Archer ave., Chicago .....	Cook
Handtmann, C. A .....	564 S. Halsted st., Chicago .....	Cook
Hansson, N .....	..... Hancock, Michigan	
Harvey, W. R .....	Dana .....	LaSalle
Hart, Benj. T .....	Camp Point .....	Adams
Harter, I. F .....	Stronghurst .....	Henderson
Hartwig, Otto J .....	1570 Milwaukee ave., Chicago .....	Cook
Hartwig, R. W .....	476 Milwaukee ave., Chicago .....	Cook
Hartz, B. C .....	Rock Island .....	Rock Island
Harris, W. B .....	E. St. Louis .....	St. Clair
Hartke, E. A .....	401 W. 47th st., Chicago .....	Cook
Harnist, W. D .....	Edwardsville .....	Madison
Hasse, W. C .....	743 N. Kedzie ave., Chicago .....	Cook
Haschenberger, E. O .....	1211 O st .....	Lincoln, Neb.
Hawver, W. P .....	Monica .....	Peoria
Haupt, Wm .....	200 E. Randolph st., Chicago .....	Cook
Heald, Jas .....	La Grange .....	Cook
Hecking, C .....	192 Sheffield ave., Chicago .....	Cook
Heck, J. P .....	215 Main st., .....	Memphis, Tenn.
Heidbreder, Geo. H .....	Quincy .....	Adams
Heidbreder, Aug. H .....	Quincy .....	Adams
Heidbreder, Albert H .....	Quincy .....	Adams
Heidbreder, W. H .....	Quincy .....	Adams
Heidbreder, Frank H .....	Quincy .....	Adams
Heiland, John .....	113 W. Madison st., Chicago .....	Cook
Heimbeck, August .....	Rock Island .....	Rock Island
Heimbeck, E .....	Moline .....	Rock Island
Heitman, Louis .....	E. St. Louis .....	St. Clair
Heller, Edw .....	228 31st st., Chicago .....	Cook
Heller, W. H. ....	Abingdon .....	Knox
Heilmuth, Jos. A .....	1071 N. Roby st., Chicago .....	Cook
Helmer, J. F. G .....	Paxton .....	Ford
Henry, R. H .....	Peotone .....	Will

NAME.	CITY.	COUNTY.
Hendel, R. W . . . . .	Colchester . . . . .	McDonough
Hermann, E. von . . . . .	100 State st., Chicago . . . . .	Cook
Herman, Chas. C . . . . .	Secor . . . . .	Woodford
Herzog, John W . . . . .	4458 Cottage Grove ave., Chi., . . . . .	Cook
Hesselroth, Lawrence . . . . .	107 E. Chicago ave., Chicago . . . . .	Cook
Hess, A. P. . . . .	3700 Wallace st., Chicago . . . . .	Cook
Hess, Fred C . . . . .	Philo . . . . .	Champaign
Hickman, B. T . . . . .	Niantic . . . . .	Macon
Hill, Wm. T . . . . .	Antioch . . . . .	Lake
Hitchcock, E. T . . . . .	658 E. 43d st., Chicago . . . . .	Cook
Hoelzer, B. A. C . . . . .	692 N. Hoyne ave., Chicago . . . . .	Cook
Hofmann, Henry . . . . .	835 W. 47th st., Chicago . . . . .	Cook
Hoffmann, G. F . . . . .	Pesotum . . . . .	Champaign
Hogan, M. J . . . . .	Taylorville . . . . .	Christian
Hollnagel, Chas. W . . . . .	356 S. Kedzie st., Chicago . . . . .	Cook
Hollstein, Conrad . . . . .	Waukegan . . . . .	Lake
Holmes, W. E . . . . .	Aurora . . . . .	Kane
Holmes, A. E . . . . .	Aurora . . . . .	Kane
Holthoefer, H. J . . . . .	3160 State st., Chicago . . . . .	Cook
Honn, S. H. . . . .	Metcalfe . . . . .	Edgar
Horn, John C . . . . .	Dallas City . . . . .	Hancock
Horn, N. J . . . . .	Joliet . . . . .	Will
Horn, F. L . . . . .	Peoria . . . . .	Peoria
Horn, G. B. M . . . . .	476 31st st., Chicago . . . . .	Cook
Hord, Geo. Y . . . . .	Keysport . . . . .	Clinton
Hottinger, J. S . . . . .	224 Lincoln ave., Chicago . . . . .	Cook
Houghton, H. J . . . . .	6600 Wentworth ave., Chicago . . . . .	Cook
Houser, C. F . . . . .	Lena . . . . .	Stephenson
Houser, John A . . . . .	West Salem . . . . .	Edwards
Howe, Lyle L . . . . .	McHenry . . . . .	McHenry
Hoy, L. T . . . . .	Woodstock . . . . .	McHenry
Hoyt, J. W . . . . .	665 Wells st., Chicago . . . . .	Cook
Huber, J. E . . . . .	Peoria . . . . .	Peoria
Huff, J. J . . . . .	Gilson . . . . .	Knox
Huffman, Samuel A . . . . .	Chesterfield . . . . .	Macoupin
Hughes, Edw. B . . . . .	Canton . . . . .	Fulton
Hull, Sherman G. . . . .	Clinton . . . . .	DeWitt
Humma, H. J . . . . .	Metropolis . . . . .	Massac
Irish, Louis J . . . . .	Sycamore . . . . .	DeKalb
Irvine, E. D . . . . .	Princeton . . . . .	Bureau
Irwin, F. G. . . . .	Danville . . . . .	Vermillion
Jacob, Chas. W . . . . .	197 Madison st., Oak Park . . . . .	Cook
Jacobs, John C. A . . . . .	439 E. 47th st., Chicago . . . . .	Cook
Jacobson, F. Q . . . . .	Wayne City . . . . .	Wayne
Jacobus, J. S . . . . .	75 E. 43d st., Chicago . . . . .	Cook
Jacobus, P. W . . . . .	2030 N. Halsted st., Chicago . . . . .	Cook
James, John E . . . . .	Good Hope . . . . .	McDonough
Jehlik, N. J . . . . .	1620 W. 22d st., Chicago . . . . .	Cook
Jewett, Thos. A . . . . .	Oregon . . . . .	Ogle
Johnson, Nels . . . . .	627 Grand ave., Chicago . . . . .	Cook
Johnson, F. O . . . . .	Monmouth . . . . .	Warren
Jones, D. M . . . . .	Lebanon, Indiana . . . . .	
Johnstone, J. C . . . . .	6818 S. Chicago ave., Chicago . . . . .	Cook
Jones, H. F . . . . .	Flat Rock . . . . .	Crawford
Jones, Jas. W . . . . .	Cowden . . . . .	Shelby

NAME.	CITY.	COUNTY.
Jordan, C. E .....	Galesburg .....	Knox
Josenhans, R. J. C .....	242 W. North ave., Chicago .....	Cook
Judd, John B .....	Granite City .....	Madison
Jungk, Louis .....	5100 Ashland ave., Chicago .....	Cook
Jungkunz, W. F .....	Freeport .....	Stephenson
Kaerwer, J. A .....	4642 Wentworth ave., Chicago.....	Cook
Kallwach, F .....	3121 Morgan st., Chicago .....	Cook
Kasper, Albert .....	2601 Princeton ave., Chicago .....	Cook
Kaufman, Ferd, Jr .....	285 Lincoln ave., Chicago .....	Cook
Keeler, Harry .....	Freeport .....	Stephenson
Keeling, J. H .....	Rockford .....	Winnebago
Kelly, C. C .....	Dixon .....	Lee
Kellett, F. H .....	1273 VanBuren st., Chicago .....	Cook
Kempff, Frederick .....	Highland .....	Madison
Kennelly, J. E .....	Lincoln .....	Logan
Kespler, F. E .....	Georgetown .....	Vermillion
Keys, P. B .....	111 S. Center ave., Chicago .....	Cook
Kidder, Grant L .....	5658 State st., Chicago .....	Cook
King, Wm .....	Rose Bud .....	Pope
Kirby, W. H .....	Chestnut .....	Logan
Kitch, Jos P .....	Macomb .....	McDonough
Kleiner, Jos. C .....	2169 Archer ave., Chicago .....	Cook
Klenze, W. T .....	1301 Belmont ave., Chicago .....	Cook
Klika, J. L .....	1714 E. Ravenswood P'k, Chicago, Cook	
Kline, John L .....	Milledgeville .....	Carroll
Klink, Geo .....	Garrett .....	Douglas
Klinkowstroem, E. V .....	405 Lawrence ave., Chicago .....	Cook
Klotz, A. E .....	79 W. Madison st., Chicago .....	Cook
Knaak, T. L .....	Deerfield .....	Lake
Knapp, Mell O .....	3658 Wentworth ave., Chicago....	Cook
Kneer, John, Jr .....	Peoria .....	Peoria
Knight, Alfred P .....	3300 State st., Chicago .....	Cook
Knowlton, E. M .....	Urbana .....	Champaign
Knowles, F. J .....	475 Ogden ave., Chicago .....	Cook
Knoebel, Thos .....	E. St. Louis .....	St. Clair
Koehler, Emil .....	Rock Island .....	Rock Island
Komie, Emanuel .....	182 W. 12th st., Chicago .....	Cook
Kossakowski, M. P .....	576 Milwaukee ave., Chicago .....	Cook
Kostka, Henry F .....	213 W. 12th st., Chicago .....	Cook
Kramer, Wilhelm .....	1659 Lincoln ave., Chicago .....	Cook
Kraeger, Carl E .....	Pekin .....	Tazewell
Krembs, M .....	55 Waldo Place, Chicago .....	Cook
Krembs, Jeanette .....	55 Waldo Place, Chicago .....	Cook
Kremer, Frank .....	2520 Lincoln ave., Chicago .....	Cook
Krieter, W. G .....	887 W. North ave., Chicago .....	Cook
Kring, A. O .....	E. St. Louis .....	St. Clair
Kronberger, Isaac B .....	3593 N. Clark st., Chicago .....	Cook
Krone, N. L .....	Decatur .....	Macon
Krueger, H. F .....	864 Clybourn ave., Chicago .....	Cook
Krzeminski, C. E .....	275 Clybourne ave., Chicago .....	Cook
Kuchner, Gus .....	DeKalb .....	DeKalb
Kuechler, R. A .....	Jacksonville .....	Morgan
Kugler, M. L .....	Pinckneyville .....	Perry
Kurrasch, A. A .....	Kankakee .....	Kankakee
Kvitek, Chas .....	633 S. Throop st., Chicago .....	Cook

NAME.	CITY.	COUNTY.
Ladish, E. H .....	632 Larrabee st., Chicago .....	Cook
LaDue, E. A .....	Spring Valley .....	Bureau
Laegler, J. C .....	Highwood .....	Lake
Lake, C. C .....	64 State st., Chicago .....	Cook
Larsen, J. S .....	119 W. 24th st., Chicago .....	Cook
Lauber, B .....	547 Blue Island ave., Chicago .....	Cook
Laugeman, Wm .....	Springfield .....	Sangamon
Lawton, L. W .....	Delavan .....	Tazewell
Lawson, Chas. A .....	Rockford .....	Winnebago
Lawton, Jos .....	7428 Ingleside ave., Chicago .....	Cook
Ledford, Geo .....	Harrisburg .....	Saline
Lees, E. D .....	Rockford .....	Winnebago
Lehman, Louis .....	1229 N. Halsted st., Chicago .....	Cook
Lemon, Albert .....	Peoria .....	Peoria
Lemon, F. W .....	Aledo .....	Mercer
Lemke, T. A .....	80 E. Chicago ave., Chicago .....	Cook
Lenard, Robt .....	8443 Superior ave., Chicago .....	Cook
Lescher, Geo. C .....	Galesburg .....	Knox
Leszczynski, J .....	3315 S. Morgan st., Chicago .....	Cook
Lester, H. S .....	348 E. 55th st., Chicago .....	Cook
Lester, Geo. F .....	Arrowsmith .....	McLean
Letzler, A. E .....	201 W. Erie st., Chicago .....	Cook
Lewis, A. W .....	Pulaski .....	Pulaski
Lewis, L. C .....	Belvidere .....	Boone
Lewis, C. F .....	Elgin .....	Kane
Light, I. M .....	143 35th st., Chicago .....	Cook
Lilly, C. F .....	East Peoria .....	Tazewell
Lindvall, Gus .....	Moline .....	Rock Island
Linke, R. A. G .....	134 Tremont st., Chicago .....	Cook
Little, J. R .....	Bloomington .....	McLean
Livingston, Milton .....	209 E. 37th st., Chicago .....	Cook
Loehr, T. C .....	Carlinville .....	Macoupin
Lorenz, Adolph D .....	Peoria .....	Peoria
Loudenbeck, Harry C .....	Marengo .....	McHenry
Lovett, LaMotte .....	200 Lake st., Oak Park .....	Cook
Lowenthal, Louis .....	1405 W. 103d st., Chicago .....	Cook
Luckritz, Herman O .....	2843 Wentworth ave., Chicago .....	Cook
Lueder, Fritz .....	Peoria .....	Peoria
Luthringer, G. F .....	Petersburg .....	Menard
Lydehn, A. J .....	Moline .....	Rock Island
Lynch, John .....	358 37th st., Chicago .....	Cook
Macy, E. B .....	9901 Ewing ave., Chicago .....	Cook
Mahon, E. E .....	Lexington .....	McLean
Mares, Frank M .....	2876 Archer ave., Chicago .....	Cook
Marsh, G. E .....	Alton .....	Madison
Marsh, Edw. G .....	Bowen .....	Hancock
Marsh, C .....	Bowen .....	Hancock
Marsh, H. B .....	Bowen .....	Hancock
Marshall, C. E .....	3500 Cottage Grove ave., Chicago, Cook	
Marshall, Wm .....	Rock Island .....	Rock Island
Marnitz, Louis .....	1756 N. Clark st., Chicago .....	Cook
Marple, B. F .....	Potomac .....	Vermilion
Marlow, J. T .....	Tamaroa .....	Perry
Martin, C. A .....	Mt. Carmel .....	Wabash
Martin, W. R .....	Elizabethhtown .....	Hardin

NAME.	CITY.	COUNTY.
Martin, J. A.	Palestine	Crawford
Martz, Chas. J.	Vandalia	Fayette
Mathison, Soren	2126 Indiana ave., Chicago	Cook
Mattern, W. E.	1061 Millard ave., Chicago	Cook
Matthews, Chas. E.	175 S. Western ave., Chicago	Cook
Meinung, Richard	875 Milwaukee ave., Chicago	Cook
Mendonsa, J. R.	Jacksonville	Morgan
Mehl, Wm.	65th & Laflin sts., Chicago	Cook
Mentz, Otto H.	1315 Wellington st., Chicago	Cook
Mercer, W. A.	Walnut	Bureau
Mercer, W. E.	Barry	Pike
Mertes, John A.	886 Lincoln ave., Chicago	Cook
Merz, August	4700 State st., Chicago	Cook
Metzger, M. C.	Cairo	Alexander
Meyer, C. J.	Flora	Clay
Michels, John B.	El Paso	Woodford
Michels, Benj. F.	Albion	Edwards
Michels, Victor C	Albion	Edwards
Michalek, John	Chicago Heights	Cook
Miller, B. H.	Quincy	Adams
Miller, Chas. P.	Oak Park	Cook
Miller, A. W.	Varna	Marshall
Miller, G. A.	798 W. VanBuren st., Chicago	Cook
Miller, S. D.	Mound	Brown
Miller, Albert	1364 W. 103d st., Chicago	Cook
Milligan, Geo. W.	Edinburg	Christian
Mills, Geo. P.	1100 Davis st., Evanston	Cook
Milnor, F. R.	Litchfield	Montgomery
Minchin, Henry S.	703 W. Harrison st., Chicago	Cook
Moberg, Arthur	Bloomington	McLean
Moogk, H. J.	Freeport	Stephenson
Moore, Wm. B.	100 State st., Chicago	Cook
Moran, M. C.	500 Grand ave., Chicago	Cook
Morey, O. M.	Mulberry Grove	Bond
Morris, Oliver P.	Waltonville	Jefferson
Moschel, G. W.	Morton	Tazewell
Mount, John B.	Joliet	Will
Moulic, Wm.	Percy	Randolph
Mrazek, L. L.	614 W. 18th st., Chicago	Cook
Muehlenpfordt, A.	Ashkum	Iroquois
Mueller, Adolph	Highland	Madison
Mullan, Eugene A.	722 W. 21st st., Chicago	Cook
Murbach, J. E.	389 W. Diversity st., Chicago	Cook
Murphy, J. S.	Pontiac	Livingston
Mydal, Thorkill	547 N. California ave., Chicago	Cook
Mytinger, F. M.	White Hall	Greene
McCarthy, R.	Itasca	DuPage
McClain, W. H.	Onarga	Iroquois
McClintock, W. S.	Galva	Henry
McClure, U. G.	1256 S. Lawndale ave., Chicago	Cook
McCormick, G. A.	Hennepin	Putnam
McDougal, R. D.	Peoria	Peoria
McDougal, H. H.	Peoria	Peoria
McDonald, C. W.	Aurora	Kane
McDonnell, John	3414 Emerald ave., Chicago	Cook

NAME.	CITY.	COUNTY.
McGee, Samuel	Burnside	Hancock
McGinnes, F. C	Auburn	Sangamon
McHenry, B. H	Moweaqua	Shelby
McIntosh, A. J	Allendale	Wabash
McKee, John	Biggsville	Henderson
McKinney, F. P	Chapin	Morgan
McQuillen, F	7301 Vincennes Road, Chicago	Cook
Nadler, Chas	Peru	LaSalle
Nash, W. R	Fair Mount	Vermilion
Neubert, C. F	3601 S. Halsted st., Chicago	Cook
Nilsson, Peter	1808 Milwaukee ave., Chicago	Cook
Norling, Alfred W	Galva	Henry
Norton, P. S	71 Bowen ave., Chicago	Cook
Novak, John	724 W. 18th st., Chicago	Cook
Nussle, O. C	Walnut	Bureau
Nutt, Levi G	Buckingham	Kankakee
Obermeyer, J. A	Jacksonville	Morgan
Oetzl, W. A	Danville	Vermilion
Oglesby, Geo. D	84 State st., Chicago	Cook
Ohl, Wm	Peoria	Peoria
Okoniewski, Max	146 W. Blackhawk, Chicago	Cook
Oldberg, Oscar	2421 Dearborn' st., Chicago	Cook
Oldfield, Edwin L	272 W. Chicago ave., Chicago	Cook
Oldham, H. D	Urbana	Champaign
Ossenbeck, E. A	Peoria	Peoria
Oswald, Jos	Jacksonville	Morgan
Oswalt, Chester G	LaFayette	Stark
Oughton, John R	Dwight	Livingston
Oudyn, M. S	Greenville	Bond
Palmer, Samuel M	Sullivan	Moultrie
Palmer, W. T	Rockford	Winnebago
Patten, Eustis	Carbondale	Jackson
Patterson, H. B	615 W. 65th Place, Chicago	Cook
Patterson, T. H	3640 Cottage Gr've ave., Chicago	Cook
Parker, Chas. V	Harrisburg	Saline
Parks, J. W	Anna	Union
Parks, Geo. C	Anna	Union
Parks, W. W	DuQuoin	Perry
Parson, Nathan S	Kewanee	Henry
Parsons, John	194 31st st., Chicago	Cook
Pate, L. F	Shelbyville	Shelby
Paus, Chas	1215 Armitage ave., Chicago	Cook
Pautler, C. D	Evansville	Randolph
Pauley, Fred C	Pekin	Tazewell
Pavlik, O. S	614 W. 18th st., Chicago	Cook
Payne, Chas. E	Fairbury	Livingston
Payne, Vernon A	Tuscola	Douglas
Pearce, Wm. W	Waukegan	Lake
Peck, W. R	Edelstein	Peoria
Peiffer, W. C	Lemont	Cook
Peirce, Fred D	5500 State st., Chicago	Cook
Pellett, Wm. S	Thebes	Alexander
Pemberthy, I. E	290 Western ave., Blue Island	Cook
Petterson, J. M	439 W. Fullerton ave., Chicago	Cook
Pfaff, J. J	Centralia	Marion

NAME.	CITY.	COUNTY.
Pfeiffer, Chas . . . . .	117 Wells st., Chicago . . . . .	Cook
Hipps, L. H . . . . .	Lock Box, 1179, Chicago . . . . .	Cook
Pierron, J. J . . . . .	353 5th ave., Chicago . . . . .	Cook
Pinkley, J. C . . . . .	Spring Valley . . . . .	Bureau
Plaster, J. W . . . . .	Danville . . . . .	Vermilion
Plattenburg, P. W . . . . .	Canton . . . . .	Fulton
Platt, I . . . . .	809 S. Ashland ave., Chicago . . . . .	Cook
Plummer, Henry S . . . . .	. . . . .	San Antonio, Texas
Pond, Dell L . . . . .	Macomb . . . . .	McDonough
Pool, J. A . . . . .	Morris . . . . .	Grundy
Porges, Otto . . . . .	4301 Wabash ave., Chicago . . . . .	Cook
Porter, Asa H . . . . .	Xenia . . . . .	Clay
Porter, H. C . . . . .	Rockford . . . . .	Winnebago
Post, G. H . . . . .	Fithian . . . . .	Vermillion
Post, P. M . . . . .	Murphysboro . . . . .	Jackson
Prickett, C. F . . . . .	Centralia . . . . .	Marion
Price, Jonathan . . . . .	Western Saratoga . . . . .	Union
Prince, Jas . . . . .	1125 W. North ave., Chicago . . . . .	Cook
Proffit, John L . . . . .	Spring Valley . . . . .	Bureau
Purdunn, C. A . . . . .	Marshall . . . . .	Clark
Quales, Iver L . . . . .	1086 Milwaukee ave., Chicago . . . . .	Cook
Quigley, S. R . . . . .	Elmwood . . . . .	Peoria
Rainbow, J. C., Jr . . . . .	Murphysboro . . . . .	Jackson
Ralston, W. B . . . . .	Springfield . . . . .	Sangamon
Ramsey, H. J . . . . .	Fairbury . . . . .	Livingston
Randolph, Chas. S . . . . .	Ipava . . . . .	Fulton
Reed, Henry T . . . . .	Camp Point . . . . .	Adams
Reed, John W . . . . .	Quincy . . . . .	Adams
Rettberg, John . . . . .	Peoria . . . . .	Peoria
Reuter, Henry . . . . .	1983 Madison st., Chicago . . . . .	Cook
Rhode, R. E . . . . .	504 N. Clark st., Chicago . . . . .	Cook
Rhodes, O. H . . . . .	Baldwin . . . . .	Randolph
Richart, Henry . . . . .	Cedarville . . . . .	Stephenson
Rice, V . . . . .	Carterville . . . . .	Williamson
Riess, Adolph J . . . . .	Rock Island . . . . .	Rock Island
Ritter, J. H . . . . .	953 W. Lake st., Chicago . . . . .	Cook
Rives, Albert E . . . . .	E. St. Louis . . . . .	St. Clair
Rixleben, Thos . . . . .	Jonesboro . . . . .	Union
Robb, Hugh . . . . .	Heyworth . . . . .	McLean
Robbins, H. C . . . . .	Creston . . . . .	Ogle
Roberts, Geo. C . . . . .	Wauconda . . . . .	Lake
Robertson, Chas. E . . . . .	Sparta . . . . .	Randolph
Robin, Luba J . . . . .	543 S. Jefferson st., Chicago . . . . .	Cook
Robin, Isaac . . . . .	543 S. Jefferson st., Chicago . . . . .	Cook
Robinson, I. W . . . . .	Waltonville . . . . .	Jefferson
Robinson, T. V . . . . .	Stewardson . . . . .	Shelby
Roden, Isidore H . . . . .	Momence . . . . .	Kankakee
Rode, Wm . . . . .	Brownstown . . . . .	Fayette
Rode, S. W . . . . .	Brownstown . . . . .	Fayette
Rodgers, H. L . . . . .	St. Elmo . . . . .	Fayette
Roesch, Carl C . . . . .	Alton . . . . .	Madison
Rogers, H. H . . . . .	Kankakee . . . . .	Kankakee
Rohe, Chas. J . . . . .	Crete . . . . .	Will
Rohe, W. H . . . . .	Crete . . . . .	Will
Rose, Herman L . . . . .	Columbia . . . . .	Monroe

NAME.	CITY.	COUNTY.
Rosenthal, J .	3300 Cottage Gr've ave., Chicago,	Cook
Ross, Lewis .	1187 W. Harrison st., Chicago	Cook
Roszman, Parmer .	Oak Park .....	Cook
Roth, A. A .	962 W. 12th st., Chicago .....	Cook
Rudert, Otto .	Rock Island .....	Rock Island
Rudnicki, Jos .	931 W. 19th st., Chicago .....	Cook
Rutherford, A. E .	168 22d st., Chicago .....	Cook
Ryan, Chas .	Springfield .....	Sangamon
Sacks, Hyman .	Belvidere .....	Boone
Saferin, Folke .	DeKalb .....	DeKalb
Sage, Wm. H .	94 Dearborn st., Chicago .....	Cook
Sandstrom, H .	Moline .....	Rock Island
Sauerberg, Einar A .	822 W. Division st., Chicago ....	Cook
Saville, Oliver .	Canton .....	Fulton
Sayre, C. A .	Victoria .....	Knox
Saylor, J. H .	Herrick .....	Shelby
Saylor, C. W .	Greenfield .....	Greene
Saylor, W. A .	Greenfield .....	Greene
Sawyer, W. W .	Rockford .....	Winnebago
Scarsdale, F. E., Jr .	Lick Creek .....	Union
Schaper, H. F .	1190 Armitage ave., Chicago .....	Cook
Schapper, F. C .	18 N. Clark st., Chicago .....	Cook
Schaefer, P. F .	1161 W. Congress st., Chicago .....	Cook
Schauffert, J. G .	Columbia .....	Monroe
Scheidig, Geo. C .	179 S. Clark st., Chicago .....	Cook
Scherer, Andrew .	333 N. State st., Chicago .....	Cook
Schlueter, A. G .	E. St. Louis .....	St. Clair
Schmid, E. A .	Peoria .....	Peoria
Schmidt, F. M .	Schiller Building, Chicago .....	Cook
Schmidt, L. A .	Rock Island .....	Rock Island
Schmidt, G. A .	13626 Indiana ave., Chicago .....	Cook
Schmidt, F. J .	7111 Cottage Gr've ave., Chicago,	Cook
Schmidt, F. C .	7125 Cottage Gr've ave., Chicago,	Cook
Schmidt, O. F .	43d st & Lake ave., Chicago ....	Cook
Schmidt, H .	4466 Wentworth ave., Chicago .....	Cook
Schmidt, Louis E .	Schiller Building, Chicago .....	Cook
Schmitt, L. M .	Quincy .....	Adams
Schmiedeskamp, W. H .	Quincy .....	Adams
Schnitzins, Fred .	Austin .....	Cook
Schoeneick, Stanislaus .	442 Noble st., Chicago .....	Cook
Schoettle, Geo. C .	Collinsville .....	Madison
Schreiber, Darwin .	..... Tell City, Indiana	
Schreiner, Albert .	334 E. North ave., Chicago .....	Cook
Schubert, J. J .	Kankakee .....	Kankakee
Schuh, H. C .	Cairo .....	Alexander
Schuh, Paul G .	Cairo .....	Alexander
Schuler, John L .	New Berlin .....	Sangamon
Schwartz, B., Jr .	Salem .....	Marion
Schweitzer, Jos .	5623 S. Green st., Chicago .....	Cook
Scott, I. M .	943 Wabansia ave., Chicago .....	Cook
Scott, A. H .	235 N. Ashland ave., Chicago ....	Cook
Scupham, W. C .	63 Wabash ave., Chicago .....	Cook
Secor, Herbert E .	2968 State st., Chicago .....	Cook
Seebach, B. G .	Peru .....	LaSalle
Seibert, D. P .	482 W. Lake st., Chicago .....	Cook

NAME.	CITY.	COUNTY.
Sellner, Albert . . . . .	Quincy . . . . .	Adams
Sexauer, S. C . . . . .	1106 Benson ave., Evanston . . . . .	Cook
Seymour, Mrs. M. D . . . . .	Dwight . . . . .	Livingston
Shaffer, L. C . . . . .	Kingston . . . . .	DeKalb
Shreve, Jos. F . . . . .	Jacksonville . . . . .	Morgan
Shriver, J. H . . . . .	Virden . . . . .	Macoupin
Simonson, Viggo . . . . .	Downer's Grove . . . . .	DuPage
Simmons, S. Z. T . . . . .	Rockwood . . . . .	Randolph
Simpson, W. C . . . . .	Vienna . . . . .	Johnson
Siniger, Wm . . . . .	Galena . . . . .	JoDaviess
Singer, A. C . . . . .	Bellmont & Evanston aves., Chi., Cook	
Slade, Byron A . . . . .	Rockford . . . . .	Winnebago
Smiley, E. H . . . . .	O'Fallon . . . . .	St. Clair
Smiley, Arthur W . . . . .	527 W. VanBuren st., Chicago . . . . .	Cook
Smith, W. O . . . . .	Crossville . . . . .	White
Smith, Jerry B . . . . .	Cuba . . . . .	Fulton
Smith, Benj. R . . . . .	75 Wells st., Chicago . . . . .	Cook
Smith, L. L . . . . .	McLeansboro . . . . .	Hamilton
Snow, Clyde M . . . . .	358 Dearborn st., Chicago . . . . .	Cook
Sohrbeck, G. Henry . . . . .	Moline . . . . .	Rock Island
Sohrbeck, Geo. W . . . . .	Moline . . . . .	Rock Island
Sollitt, Thos. W . . . . .	1333 W. Lake st., Chicago . . . . .	Cook
Sommer, L. F. W . . . . .	Springfield . . . . .	Sangamon
Sommer, Louis . . . . .	Springfield . . . . .	Sangamon
Sorensen, John J . . . . .	607 Evergreen ave., Chicago . . . . .	Cook
Sorrow, G. F . . . . .	4701 Indiana ave., Chicago . . . . .	Cook
Soward, W. W . . . . .	Fithian . . . . .	Vermilion
Speidel, C . . . . .	Rock Island . . . . .	Rock Island
Spilver, H. F. W . . . . .	Mansfield . . . . .	Piatt
Spooner, P. B . . . . .	Palmyra . . . . .	Macoupin
Sprague, E. G . . . . .	Virden . . . . .	Macoupin
Sprague, T . . . . .	Sheffield . . . . .	Bureau
Spring, C. M . . . . .	Beardstown . . . . .	Cass
Spring, F. H . . . . .	Beardstown . . . . .	Cass
Stacy, M. F . . . . .	Tuscola . . . . .	Douglas
Staga, Aug. H . . . . .	4059 Indiana ave., Chicago . . . . .	Cook
Stark, W . . . . .	Kirkwood . . . . .	Warren
Starr, Geo. F . . . . .	95 Evanston ave., Chicago . . . . .	Cook
Starr, C. A . . . . .	Durand . . . . .	Winnebago
Starkey, John B . . . . .	Grayville . . . . .	White
Stafford, W. M . . . . .	Freedom . . . . .	LaSalle
Stallings, John . . . . .	Danville . . . . .	Vermilion
Steinmeyer, W. O . . . . .	Carlinville . . . . .	Macoupin
Steingoetter, H . . . . .	Belleville . . . . .	St. Clair
Stevenson, L. E . . . . .	St. Joseph . . . . .	Champaign
Stedman, W. E . . . . .	Sullivan . . . . .	Moultrie
Stewart, Jas. A . . . . .	475 Ogden ave., Chicago . . . . .	Cook
Stites, J. S . . . . .	1812 W. 22d st., Chicago . . . . .	Cook
Stillman, Harry A . . . . .	Jollet . . . . .	Will
Stonemetz, Guy N . . . . .	Mt. Carmel . . . . .	Wabash
Story, Julia A . . . . .	McHenry . . . . .	McHenry
Storer, C. A . . . . .	Rush and Ohio sts., Chicago . . . . .	Cook
Stoltz, O. G . . . . .	60 Rush st., Chicago . . . . .	Cook
Stoltz, Ernest H . . . . .	104 N. Clark st., Chicago . . . . .	Cook
Stout, Arthur E . . . . .	Normal . . . . .	McLean

NAME.	CITY.	COUNTY.
Straw, John I . . . . .	1007 W. Harrison st., Chicago . . . . .	Cook
Strzyzowski, B. F . . . . .	1025 N. Hoyne ave., Chicago . . . . .	Cook
Stuebe, Louis F . . . . .	Danville . . . . .	Vermilion
Stucker, Henry . . . . .	1800 Wabash ave., Chicago . . . . .	Cook
Stuchlik, John . . . . .	338 W. 18th st., Chicago . . . . .	Cook
Stuchlik, W. A . . . . .	781 W. 12th st., Chicago . . . . .	Cook
Sullivan, Thos . . . . .	Dixon . . . . .	Lee
Supp, Louis F . . . . .	182 DeKoven st., Chicago . . . . .	Cook
Sutton, Chas. E . . . . .	3902 California ave., Chicago . . . . .	Cook
Suydam, John D . . . . .	Oak Park . . . . .	Cook
Swarts, Geo. F . . . . .	Freeport . . . . .	Stephenson
Swannell, H . . . . .	Champaign . . . . .	Champaign
Swanson, Harold G . . . . .	3014 Cottage Gr've ave., Chicago, Cook	Cook
Swenson, J. H. L . . . . .	Springfield . . . . .	Sangamon
Swingle, Dillon . . . . .	Jacksonville . . . . .	Morgan
Talbott, C. W . . . . .	Secor . . . . .	Woodford
Tanzer, G. L . . . . .	509 E. Blain st., . . . . .	Seattle, Wash.
Taylor, Z. T . . . . .	Elkhart . . . . .	Logan
Tennysen, A . . . . .	Manhattan . . . . .	Will
Teshce, A. G . . . . .	Mendota . . . . .	LaSalle
Thayer, Chas. A . . . . .	Madison & California ave., Chi. . . . .	Cook
Thayer, Fred A . . . . .	572 W. Madison st., Chicago . . . . .	Cook
Theis, Arnold . . . . .	Wheaton . . . . .	DuPage
Thiel, Chas. C . . . . .	1629 Ogden ave., Chicago . . . . .	Cook
Thompson, E. G . . . . .	Spring Valley . . . . .	Bureau
Thompson, G. M . . . . .	Colchester . . . . .	McDonough
Thompson, J. B . . . . .	Jacksonville . . . . .	Morgan
Thometz, M. F . . . . .	98 Harrison st., Chicago . . . . .	Cook
Thomas, F . . . . .	Calro . . . . .	Alexander
Thomson, Chas. R . . . . .	Gray's Lake . . . . .	Lake
Thornhill, Geo . . . . .	201 S. Halsted st., Chicago . . . . .	Cook
Thorsen, A. C . . . . .	4100 Cottage Gr've ave., Chicago, Cook	Cook
Tonnesen, C. H . . . . .	453 W. VanBuren st., Chicago . . . . .	Cook
Toomey, Sylvester . . . . .	Euda . . . . .	Bureau
Town, E . . . . .	Easton . . . . .	Mason
Travis, M. B. . . . .	Saybrook . . . . .	McLean
Train, J. A . . . . .	583 Noble st., Chicago . . . . .	Cook
Trimen, J. W . . . . .	1429 Michigan ave., Chicago . . . . .	Cook
Trienens, Jos . . . . .	132 State st., Chicago . . . . .	Cook
Trout, W. A . . . . .	Atwater . . . . .	Macoupin
Truppel, R. S . . . . .	Ontario, California . . . . .	
Turnquist, C. M . . . . .	2458 Wentworth ave., Chicago . . . . .	Cook
Tyler, B. A . . . . .	Evanston . . . . .	Cook
Uhrus, F. W. . . . .	Moline . . . . .	Rock Island
Ulrich, Julius . . . . .	Peoria . . . . .	Peoria
Ullemeyer, Wm . . . . .	Rock Island . . . . .	Rock Island
Ulrich, P . . . . .	Blue Mound . . . . .	Macon
Vadakin, Jas. H . . . . .	Bethany . . . . .	Moultrie
Valentine, W. G . . . . .	3900 Cottage Gr've ave., Chicago, Cook	Cook
Van Deventer, S. D . . . . .	Le Roy . . . . .	McLean
VanDusen, C . . . . .	Princeton . . . . .	Bureau
Van Nice, J. O . . . . .	2250 N. Ashland ave., Chicago . . . . .	Cook
VanPatten, E. B . . . . .	214 N. State st., Chicago . . . . .	Cook
VanSchaack, C. P . . . . .	138 Lake st., Chicago . . . . .	Cook
Vavra, V . . . . .	637 Centre ave., Chicago . . . . .	Cook

NAME.	CITY.	COUNTY.
Villum, Thos .....	1620 W. 22d st., Chicago .....	Cook
Voge, Richard .....	1506 Ogden ave., Chicago .....	Cook
Vogelsang, Robt .....	85 Fremont st., Chicago .....	Cook
Vogt, Henry .....	Tinley Park .....	Cook
Voiss, Arcadius .....	Alexian Bros. Hospital, Chicago..	Cook
Wagner, John .....	McLean .....	McLean
Waiss, F. G .....	335 W. Harrison st., Chicago .....	Cook
Wakefield, Thos. S .....	360 Ogden ave., Chicago .....	Cook
Waldron, Louis K .....	189 Randolph st., Chicago .....	Cook
Warren, Otis W .....	Tower Hill .....	Shelby
Waters, O. M .....	Mt. Vernon .....	Jefferson
Watson, John S .....	Minooka .....	Grundy
Watson, Frank E .....	Greenville .....	Bond
Watson, C. W .....	1106 Garfield ave., ...Kansas City, Mo.	
Warhanik, E. M .....	989 W. 22d st., Chicago .....	Cook
Weaver, B. M .....	Pecatonica .....	Winnebago
Weaver, Chas. R .....	103 W. Jeff. st., Bloomington, McLean	
Weber, Ewald .....	4274 Milwaukee ave., Chicago.....	Cook
Weber, J. A .....	Pekin .....	Tazewell
Webster, B. E .....	Benton .....	Franklin
Webster, C. C .....	Staunton .....	Macoupin
Webster, C. A .....	Canton .....	Fulton
Weimer, Geo. A .....	Lemont .....	Cook
Weingaertner, J. J .....	Belleville .....	St. Clair
Weiss, D. K .....	Barry .....	Pike
Weld, Russell .....	Elgin .....	Kane
Wells, Jas. H .....	241 5th ave., Chicago .....	Cook
Wendel, Julius .....	601 Garfield Blvd., Chicago .....	Cook
Wetzel, Chas. E .....	Quincy .....	Adams
Wessman, Axel J .....	181 Townsend st., Chicago .....	Cook
Weydell, K. A .....	6501 Cottage Gr've ave., Chicago, Cook	
White, G. H .....	Tuscola .....	Douglas
White, John C .....	Seatonville .....	Bureau
Whitfield, Byrom .....	Chatham .....	Sangamon
Whitley, W. W .....	Quincy .....	Adams
Whitfield, Thos .....	280 Wabash ave., Chicago .....	Cook
Wickert, Paul .....	4300 Cottage Gr've ave., Chicago, Cook	
Williamson, A. C .....	Fulton .....	Whiteside
Williamson, C. W .....	Clinton .....	DeWitt
Wilson, C. B .....	783 W. Madison st., Chicago.....	Cook
Wilson, J. H .....	125 22d st., Chicago .....	Cook
Wilson, J. H., Jr .....	4344 Evans ave., Chicago .....	Cook
Winne, C .....	Sandwich .....	DeKalb
Winstead, M. L .....	Wetaug .....	Pulaski
Winter, J. J .....	Garfield .....	LaSalle
Wisshack, Geo .....	Cor. Madis'n & Halsted sts., Chi., Cook	
Woltersdorf, E. H .....	900 W. 21st st., Chicago .....	Cook
Wittmann, G. A .....	Pana .....	Christian
Woltersdorf, E. H .....	900 W. 21st st., Chicago .....	Cook
Woltze, John .....	445 E. North ave., Chicago .....	Cook
Wooten, T. V .....	79 Dearborn st., Chicago .....	Cook
Worthington, F. H .....	Rockford .....	Winnebago
Wright, A. S .....	Woodstock .....	McHenry
Wright, Geo. R .....	Mineral .....	Bureau
Wunderle, Emil .....	278 Wells st., Chicago .....	Cook

NAME.	CITY.	COUNTY.
Wyman, Warren L .....	521 S. State st., Chicago .....	Cook
Wysocki, Edward .....	1601 W. 47th st., Chicago .....	Cook
Wyss, Samuel, Jr .....	Alton .....	Madison
Yates, Herman A .....	1240 E. Ravenswood Pk., Chicago, Cook	
Yeomans, S. C .....	3360 State st., Chicago .....	Cook
Young, John H .....	Oakwood .....	Vermilion
Zak, Jos. J .....	683 S. Jefferson st., Chicago ....	Cook
Zaleski, Boleslans .....	4647 S. Ashland ave., Chicago ...	Cook
Zerse, C. A .....	Danville .....	Vermilion
Ziegler, H. L .....	Peoria .....	Peoria
Zimmermann, E .....	Peoria .....	Peoria
Zimmermann, C .....	Peoria .....	Peoria
Zimmermann, A .....	Peoria .....	Peoria
Zindt, Jules M .....	277 Larrabee st., Chicago .....	Cook
Zinser, E. F .....	Washington .....	Tazewell
Zoeller, Geo .....	467 W. Chicago ave., Chicago ....	Cook

**ILLINOIS PHARMACEUTICAL TRAVELERS' ASSOCIATION.****OFFICERS OF THE ASSOCIATION.**

*President,*  
H. W. MEDBERY, Chicago.

*First Vice-President,*  
HERBERT W. SNOW, Chicago.

*Second Vice-President,*  
A. W. HOBART, Chicago.

*Third Vice-President,*  
W. F. BAHE, Chicago.

*Secretary and Treasurer.*  
C. C. LAKE, Chicago.

*Council.*  
F. L. E. GAUSS, Chicago.  
DR. C. A. SEARLE, Chicago.  
E. A. PICKARD, Peoria.  
FRED M. NICHOLS, Chicago.  
THOS. BURTON, Chicago.

*Entertainment Committee.*  
GEO. W. MATHISON, Chicago.  
A. J. SEGUIN, Chicago.  
GIL LANE, Alton.

## ILLINOIS PHARMACEUTICAL TRAVELERS' ASSOCIATION.

BY H. W. MEDBERY, PRESIDENT.

The Illinois Pharmaceutical Travelers' Association was organized February 28, 1903, at a meeting held in the rooms of the Chicago Drug Trade Club. Its objects are to solicit and encourage the retail pharmacists of the State to join the Illinois Pharmaceutical Association and attend the meetings of the same, to take an active and individual part in connection with the entertainment committee of the Illinois Pharmaceutical Association in providing amusements for and in entertaining those in attendance at the annual meetings, to encourage a fraternal feeling among the members of the Illinois Pharmaceutical Travelers' Association, and to maintain proper social and commercial relations between the wholesale and retail pharmacists of the United States.

In giving a history of the association it is but just and fair to go back to its inception and give credit to those who were responsible for its organization.

At a meeting of the Illinois Pharmaceutical Association in Jacksonville in 1902, President Walter H. Gale dwelt at some length upon the desirability of taking in the traveling men interested in the drug business as an auxiliary to the State association. As a result of his agitation of the subject the matter was left in the hands of the executive committee, to be considered at its meeting in November, 1902.

Previous to the meeting of the executive committee Mr. Herman Fry, Second Vice-President of the State association, sent out a number of letters to firms interested in the welfare of the druggists, asking them to send representatives to meet with the executive committee of the State association in Chicago November 17, 1902. Twelve traveling men attended the meeting in response to this request.

The meeting being called to order, Chairman Walter H. Gale appointed a committee of three, consisting of Messrs. F. N. Oxley, Geo. W. Mathison and F. L. E. Gauss, to formulate plans for an organization of traveling men as an auxiliary to the Illinois Pharmaceutical Association. The first action of this committee was to send out a letter, explaining the objects of the proposed organization and soliciting contributions. To these letters there was a liberal response. Following these letters a call was issued by the committee on organization for a meeting at the rooms of the Chicago Drug Trade Club, February 28, 1903, to perfect the organization. At this meeting the following were present: Messrs. F. L. E. Gauss, Geo. W. Mathison, W. W. Hinckley, H. W. Snow, Milroy Jones, A. W. Hobart,

B. A. Holloway, H. W. Medbery, O. O. Huyck, J. M. Schwalbe, C. C. Lake and Walter H. Gale.

Mr. F. N. Oxley, chairman of the committee on organization, not being present, Mr. Gauss was elected chairman and Mr. Lake as secretary of the meeting. After an enthusiastic talk by Mr. Gauss, explaining the objects of the organization, on motion of Mr. Schwalbe the chairman was authorized to appoint a committee of three to draft a constitution. The chairman appointed as such committee, Messrs. Schwalbe, Medbery and Hinckley.

A short recess was then taken and upon the meeting being again called to order the committee reported the following constitution:

## CONSTITUTION.

### ARTICLE I.—NAME.

This association shall be known as the Illinois Pharmaceutical Travelers' Association.

### ARTICLE II.—OBJECT.

The object of this association shall be:

SECTION 1.—To solicit and encourage the retail pharmacists of the State to join the Illinois State Pharmaceutical Association and to attend the meetings of the same.

Sec. 2.—To take an active and individual part in connection with the entertainment committee of the Illinois State Pharmaceutical Association, in providing amusements for and in entertaining those in attendance at the annual meetings.

Sec. 3.—To encourage a fraternal feeling among the members of the Illinois Pharmaceutical Travelers' Association, and to maintain proper, social and commercial relations between the wholesale and retail pharmacists of the United States.

### ARTICLE III.—MEMBERSHIP.

Any commercial traveler, selling a line of goods, handled by the retail pharmacists of the State, shall be eligible to membership in this association, provided that he be recommended by one member of the association and approved by the council, and the payment of one dollar for membership card, which dollar should accompany the application.

### ARTICLE IV.—OFFICERS.

The officers of this association shall be a president, three vice-presidents, a secretary and treasurer, and a council of five. The Secretary and Treasurer shall be one—all of whom shall be elected annually by ballot.

**ARTICLE V.—DUTIES OF PRESIDENT.**

He shall preside at all meetings and be an ex-officio member of committees.

**ARTICLE VI.—DUTIES OF SECRETARY AND TREASURER.**

The Secretary shall keep a record of the proceedings of all meetings of this association and perform such other duties as usually devolve upon a secretary, and shall keep an itemized record of all receipts and disbursements.

**ARTICLE VII.—DUTIES OF COUNCIL.**

The council shall pass upon all applications for membership, and pass upon all bills, and transact such other business that shall be referred to them.

**ARTICLE VIII.—QUORUM.**

Nine members shall constitute a quorum for the transaction of business.

**ARTICLE IX.—HONORARY MEMBERS.**

Honorary members may be elected if the candidate be endorsed by two members of the association and approved by the council. Honorary members shall be exempt from dues.

**ARTICLE X.—MEETINGS.**

The annual meeting of this association shall be held at such a time and place as the Illinois State Pharmaceutical Association shall hold its annual meeting.

On motion of Mr. Huyck the report of the committee was adopted.

The next order of business was the election of permanent officers, which resulted as follows:

**OFFICERS.**

*President,*

W. W. HINCKLEY,

Representing Searle & Hereth Co.

*First Vice-President,*

H. W. MEDBERY,

Representing Bauer & Black.

*Second Vice-President,*

WALTER CHASE,

Representing Colburn; Birks & Co.

*Third Vice-President,*

HARRY BRAY,

Representing Meyer Bros.' Drug Co.

*Secretary and Treasurer,*

C. C. LAKE,

Manager Chicago Branch House, Eli Lilly &amp; Co., 225 Randolph Street.

*Council.*

A. W. HOBART,

Representing Horlick's Food Co.

HERBERT W. SNOW,

Manager U. S. Pharmacal Co.

HARRY McCACKEN,

Representing Randolph Box and Label Co.

J. M. SCHWALBE,

Representing Jno. Blocki &amp; Son.

W. M. COLWELL,

Representing Morrisson, Plummer &amp; Co.

*Committee on Entertainment.*

FRANK L. E. GAUSS,

Secretary Searle &amp; Hereth Co.

GEO. W. MATHISON,

Manager Emerson Drug Co.

HERBERT W. SNOW,

Manager U. S. Pharmacal Co.

The association being permanently organized, arrangements were commenced for its meeting with the Illinois Pharmaceutical Association at Bloomington, June 9-11. This work developed largely upon the entertainment committee. After much hard work upon the part of this committee the following program was arranged for the meeting:

**PROGRAM  
OF  
Athletic Events, Guessing Contests, Etc.  
AT MILLER PARK  
WEDNESDAY, JUNE 10—1:30 P. M.**

**WHOOP LAH!—WHOOP LAH!  
I-I-P—HA! HA!—THREE!**

*Rules and Regulations.*

1. Any member of either association in good standing, having his dues paid to date and wearing the badge of his association, is eligible to take part in any of the events.
2. Any member having been successful in winning two prizes will not be permitted to enter other contests. This does not refer to *special events*.
3. Winners will be announced after each event.
4. All special events will close on Wednesday at six o'clock p. m.
5. The awarding of prizes will take place on Wednesday evening, June 10, 1903.
6. The entertainment committee wishes it understood that only one vote or guess will be permitted to be cast by any one person for each special event, and that only members of either association and their ladies will be allowed to vote. Fictitious names, or names of absentees, cannot be entered.

During the business sessions there will be no outside attractions.

Respectfully,

ENTERTAINMENT COMMITTEE.

**GUESSING.**

**PRIZE.**

1. Identification of crude drugs.....1 A. W. & Co. Antique Oak Herb Case.
2. Identification of chemicals.....1 gross Putnam Fadeless Dyes, and Cabinet.
3. Bean contest.....6 doz. J. & J. Strengthening plasters.
4. Color contest.....1 doz. Pill Lapactic 100's S. & D.
5. Date on coin.....1 doz. Foley's Dentomint Tooth Powder.

**SPECIAL PRIZES.**

1. To the man having the best understanding .....1 Old Salamander fine form Bath Sponge.
2. To the member wearing largest hat .....1 doz. Emerson's Bromo Seltzer, 10c.
3. To the most popular bachelor in attendance .....1 doz. Getz' Bedbug Exterminator.
4. To the baldest head .....2 doz. Graves' Tooth Powder.
5. To the largest girth .....1 case  $\frac{1}{2}$ -pint whiskey, Many, Blanc & Co.

**EVENT 1—SPELLING CONTEST—FREE-FOR-ALL.**

First prize.....	Ink Stand
Second prize.....	Toilet Set
Third prize.....	Match Safe

Prizes donated by the Illinois Pharmaceutical Travelers' Association.

**EVENT 2—DOLL DRESSING CONTEST—LADIES.**

First prize.....	1 cut glass bottle J. Blocki & Sons' Perfume.
Second prize.....	1 B. & B. Frost Queen Jacket, No. 38.
Third prize.....	2 boxes Lowney's Candy.
Fourth prize.....	1 box Wrigley's Gum.
Fifth prize (booby).....	1 B. & B. Chamois Toilet.

**EVENT 3—NEEDLE THREADING CONTEST—DRUGGISTS.**

First prize.....	6 doz. J. & J. Strengthening plasters.
Second prize.....	½-doz. Clark's Rye.
Third prize.....	2 doz. Foley's Honey and Tar.
Fourth prize.....	1 doz. Foley's Detomint Toothpowder.

**EVENT 4—DUCK ON STONE—LADIES.**

First prize.....	5 lbs. Allegretti's Famous Chocolate Creams.
Second prize.....	2-lb. box Lowney's Candy.
Third prize.....	1 box Wrigley's Gum.
Fourth prize (booby).....	1 B. & B. Chamois Toilet.

**EVENT 5—POTATO RACE—SALESMEN.**

First Prize.....	¼ doz. quart bottles Grommes & Ullrich's Liqueur
Second prize.....	50 Principe de Gale Cigars.
Third prize.....	Roll-up Toilet Case.

Third prize donated by I. P. T. A.

**EVENT 6—EGG RACE—DRUGGISTS.**

First prize.....	½ doz. qts. Clark's Rye.
Second prize.....	10 gross Armstrong's Corks, No. 2, (a).
Third prize.....	2 doz. Emerson's Bromo Seltzer, small.
Fourth prize.....	2 doz. Foley's Honey and Tar.
Fifth prize.....	1 doz. American Malt Cream Tablets.

**EVENT 7—JOCKEY CONTEST—LADIES.**

First prize.....	Manicure Set.
Second prize.....	Toilet Set.
Third prize.....	2-lb. box Lowney's Candy.
Fourth prize (booby).....	1 B. & B. Chamois Toilet.

First and second prizes donated by I. P. T. A.

**EVENT 8—SHOE SCRAMBLE—SALESMEN.**

First prize.....	1 box Principe de Gale Cigars.
Second prize.....	1 pair Military Brushes.
Third prize.....	1 Natural Ebony Clothes Brush.

Prizes donated by I. P. T. A.

**EVENT 9—THREE-LEGGED RACE—DRUGGISTS.**

First prize.....	½ doz. Hartz & Bahnsen's Black Hawk Bitters.
Second prize.....	1 ½-lb. jar American Malt Cream Powder.
Third prize.....	1 doz. Silver Soda Glass Holders. (Donated by L. A. Becker & Co., ½ doz. to each contestant).
Fourth prize.....	10 gross Armstrong's Corks, No. 1 (a), 5 gross to each contestant.

**EVENT 10—HAT SCRAMBLE—DRUGGISTS.**

First Prize.....	1 case Rex Ovals, 4-oz.
Second prize.....	1 bottle, hospital size, Horlick's Malted Milk.
Third prize.....	5 gross Armstrong's Corks, No. 2 (a).

**EVENT 11—WHOSE SHOES—DRUGGISTS.**

First prize.....	½ doz. Silver Soda Glass Holders.
Second prize.....	10 gross Foster's Boston Brand Corks No. 5.
Third prize.....	2 doz. Emerson's Bromo Seltzer, 10c.
Fourth prize.....	½ doz. Thomsen's Extract Malt.

First prize donated by Liquid Carbonic Acid Manufacturing Co.

**EVENT 12—DRIVING NAIL CONTEST—LADIES.**

First prize.....	1 cnt glass bottle John Blockl & Son's Perfume
Second prize.....	2-lb. box Lowney's Candy.
Third prize.....	2 boxes Wrigley's Gum.
Fourth prize (booby).....	1 B. & B. Chamois Toilet.

**EVENT 13—HOOP THROWING CONTEST—DRUGGISTS.**

First prize.....	6 doz. H. B. & W. Phenol Sodique, small.
Second prize.....	1 hospital size bottle Horlick's Malted Milk.
Third prize.....	10 gross Foster's Boston Brand Corks, No. 4.

**EVENT 14—WHOSE NOSE—DRUGGISTS.**

First prize.....	½ gross Pfeiffer's Cascara Tablets.
Second prize.....	1 box (1-6 gro.) B. & B. Belladonna Plasters.
Third prize.....	5 gross Foster's Boston Brand Corks, No. 5.
Fourth prize.....	1 bottle hospital size Horlick's Malted Milk.

**EVENT 15—PUTTING SHOT—SALESMEN.**

First prize.....	¼ doz. Grommes & Ullrich's Liquors.
Second prize.....	1 B. & B. Frost King Jacket No. 40.
Third prize.....	1 Dog Smoking Set.
Fourth prize.....	1 Pocket Cigar Case.

Third and fourth prizes donated by I. P. T. A.

**EVENT 16—ARTFUL DODGER—LADIES.**

First prize.....	Ladies' Pocket Card Case.
Second prize.....	Seal Wrist Bag.
Third prize.....	Box Stationery.
Fourth prize (booby).....	1 B. & B. Chamois Toilet.

First three prizes donated by I. P. T. A.

**EVENT 17—SACK RACE—DRUGGISTS.**

First prize.....	6 doz. Graves' Tooth Powder.
Second prize.....	1 box (1-6 gross) B. & B. Belladonna and Capsicum Plasters.
Third prize.....	4 doz. Graves' Tooth Powder.
Fourth prize.....	1 doz. Getz' Roach Exterminator.

**EVENT 18—WHEELBARROW RACE—DRUGGISTS.**

First prize.....	1 case Helveta Condensed Cream.
Second prize.....	1 case 4-oz. Rex Ovals.
Third prize.....	2 doz. Emerson's Bromo Seltzer, 10c.
Fourth prize.....	½ doz. Thomsen's Extract Malt.

**EVENT 19—TUG OF WAR—SALESMEN VS. DRUGGISTS.**

(Ten Men on Team).

First prize.....	200 Cigars, Stickney's and Mercantiles.
Second prize.....	5 doz. Emerson's Bromo Seltzer, 10c.

**EVENT 20—TUB RACE—DRUGGISTS.**

First prize.....	100 Cardui Weather Charts and Calendars.
Second Prize.....	½ gross Pfeiffer's Cascara Tablets.
Third prize.....	1-5 lb. Pullen & Richardson's Casca-Aletris.

In addition to the above athletic events, guessing contests, etc., other entertainment was provided as follows:

FOR THE LADIES—Automobile ride, card party in the parlors of the Illinois Hotel with light refreshments and trolley party.

FOR THE GENTLEMEN—Smoker in the dining room of the Illinois Hotel.

The above program was carried out to the letter and furnished much amusement and pleasure to all.

At a meeting of the association on June 11, 1903, the following officers were elected for the ensuing year:

#### OFFICERS.

*President,*

H. W. MEDBERY,

Representing Bauer & Black.

*First Vice-President,*

HERBERT W. SNOW,

Representing U. S. Pharmacal Co.

*Second Vice-President,*

A. W. HOABAERT,

Representing Horlick's Food Co.

*Third Vice-President,*

W. F. BAHE,

Representing Parke, Davis & Co.

*Secretary and Treasurer,*

C. C. LAKE,

Representing Eli Lilly & Co.

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*Council.*

F. L. E. GAUSS,

Representing Searle & Hereth Co.

DR. C. A. SEARLE.

Representing Searle & Hereth Co.

E. A. PICKARD,

Representing Frederick Stearns & Co.

FRED M. NICHOLS,

Representing Robert Stevenson & Co.

THOMAS BURTON,

Representing Morrisson, Plummer & Co.

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*Entertainment Committee.*

GEO. W. MATHISON,

Representing Emerson Drug Co.

A. J. SEQUIN,

Representing John Blocki & Son.

GIL LANE,

Representing Moffitt-West Drug Co.

The association takes this opportunity to thank the following for donations for its first meeting:

Allaire, Woodward & Co.....	Antique Oak Herb Case.
American Malt Cream and Drug Co.	.5-lb. jar Malt Cream Powder.
American Malt Cream and Drug Co.	.1 doz. Malt Cream Tablets.
Armstrong & Co.....	.25 gross Corks (@) assorted.
Allegretti & Co.....	.1 box Chocolate Creams, 5 lbs.
Bauer & Black.....	.1 box Belladonna Plasters, 1-6 gro.
Bauer & Black.....	.1 box Belladonna and Capsicum.
Bauer & Black.....	.1 Frost Queen Jacket No. 38.
Bauer & Black.....	.1 Frost King Jacket, No. 40.
Bauer & Black.....	.5 Chamois Toilet.
Becker & Co., L. A.....	.1 dozen Soda Tumbler Holders.
Blocki & Son, J.....	.2 cut glass Bottles of Perfume, etc.
Chattanooga Chem. Co.....	.100 Cardui Charts and Calendar.
Clark Bros. & Co.....	.1 dozen quarts Clark's Rye.
Emerson Drug Co.....	.1 gross Bromo Seltzer, small.
Foley & Co.....	.4 dozen Honey and Tar, small.
Foley & Co.....	.2 dozen Detomint Tooth Powder.
Foster & Co., A. M.....	.25 gro. Corks, Boston regular ass'td.
Gardner-Barada Co.....	.1 dozen Thompson's Ext. of Malt.
Graves Tooth Powder Co.....	.1 gro. Graves' Tooth Powder, small.
Grommes & Ullrich.....	.1 case Liquors, assorted.
Hance Bros. & White.....	.½ gross Phenol Sodique, small.
Hartz & Bahnsen Co.....	.1 case Black Hawk Bitters.
Helvetia Condensing Co.....	.1 case Helvetia Condensed Cream.
Horlick's Food Co.....	.¼ doz. Horlick's Malted Milk, hosp. size.
Hussung, W. D.....	.1 doz. Getz Bedbug Exterminator.
Hussung, W. D.....	.1 doz. Getz Roach Exterminator.
Johnson & Johnson .....	.1 gross Strengthening Plasters.
Lilly & Co., Eli.....	Pharmaceuticals to amount of \$10.
Liquid Carbonic Acid Mnfg. Co.....	.½ dozen Soda Glass Holders.
Lowney, W. M. & Co .....	.3 boxes Candy.
Many, Blanc & Co.....	.4 dozen pints Liquor.
Merck & Co.....	Merck's Chemicals to amount of \$15
Monroe Drug Co.....	Cabinet and Putnam Fadeless Dyes.
Obear, Nestor & Co.....	.2 cases 4-oz. Rex. Ovals.
Pfeiffer & Co.....	.½ gross Cascara Tablets, (10c).
Pfeiffer & Co.....	.½ gross Cascara Tablets, (25c).
Pullen & Richardson & Co.....	.5-lb. Cascara-Aletris.
Rice, F. R., Mercantile Cigar Co.....	100 Mercantile Cigars in jars.
Schuh Drug Co.....	Paul's great specific for the blood, and other Schuh specialties.
Seabury & Johnson .....	.4 doz. S. & J. Sanitary Soap.
Sharpe & Dohme .....	.1 doz. Pil Lapactic 100's.

Sharpe & Dohme ..... 1 doz. Pan Peptic Tablets 50's.  
Stickney, W. A. Cigar Co..... 100 Principe de Gale Senators.  
Stickney, W. A. Cigar Co..... 100 Chancellors Perfecto Grands.  
Van Schaack & Sons, Peter..... Fine Bath Sponge.  
Whitall, Tatum & Co..... Prescription Sieve, Expanding Pow-  
der Paper Folder and Tablet  
Mould.  
Wrigley, Wm, Jr..... 5 boxes Chewing Gum.

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CASH CONTRIBUTORS.

Lilly, Eli & Co.....	\$10 00
Merrell, J. S., Drug Co.....	10 00
Parke, Davis & Co.....	10 00
Pfizer, Chas., & Co.....	5 00
Pictorial Printing Co.....	10 00
Ross, Flowers & Co.....	5 00
The Searle & Hereth Co.....	10 00
United States Pharm. Co .....	10 00

**MEMBERS  
OF THE  
ILLINOIS PHARMACEUTICAL TRAVELERS' ASSOCIATION.**

---

NAME.	Representing
Bahe, W. F.....	Parke, Davis & Co.
Baker, Frank E.....	American Malt Cream Co.
Barnett, A. R.....	John Blocki & Son.
Batt, Bruno .....	Drug Cooperative Co.
Bauer, Gus T.....	Bauer & Black.
Beardsley, J.....	Miles' Remedy Co.
Berry, W. E.....	Western Bottle Mfg. Co.
Bond, Fred M.....	Parke, Davis & Co.
Bray, Harry .....	Quincy, Ill.
Brody, Walter J.....	U. S. Pharmacal Co.
Brundage, A. R.....	Billings-Clapp Co.
Buckner, Jno. A.....	Sharpe & Dohme.
Burhaus, F. E.....	
Burleigh, L. E.....	Chamberlain Medicine Co.
Burton, Thos. R.....	Morrison, Plummer & Co.
Castino, C. J.....	L. A. Becker Co.
Calkins, A. H.....	Eli Lilly & Co.
Cole, F. H.....	Colburn, Birks & Co.
Colwell, Wm. M.....	Morrisson, Plummer & Co.
Comstock, W. D.....	Ruhstiat-Cowley Co.
Corson, R. E.....	Morrisson, Plummer & Co.
Dudley, F. W.....	Colburn, Birks & Co.
Fish, K. W.....	L. A. Becker Co.
Fischer, L. A.....	Eli Lilly & Co.
Fogarty, W. A.....	Sharpe & Dohme.
Gardner, Frank E.....	Gardner-Barada Chemical Co.
Gauss, F. L. E.....	Searle & Hereth Co.
Gieselman, Jacob .....	Humiston, Keeling Co.
Greiner, S. S.....	Liquid Carbonic Acid Mfg. Co.
Harbison, Chas. P.....	Sharpe & Dohme.
Harris, Alex .....	Johnson & Johnson.
Hayhurst, W. C.....	Parke, Davis & Co.
Hertel, F. H.....	Pictorial Printing Co.
Hinkley, W. W.....	Searle & Hereth Co.
Hobart, A. W.....	Horlick's Food Co.
Holloway, B. A.....	Searle & Hereth Co.
Horn, F. L.....	Barker, Wheeler & Co.
Hover, C. S.....	Eli Lilly & Co.
Huebner, P. C.....	Parke, Davis & Co.

NAME.	Representing
Hughes, C. H.....	Swanson Rheumatic Cure Co.
Huyck, O. O.....	Searle & Hereth Co.
Jones, Milroy.....	Searle & Hereth Co.
Klein, J. M.....	Frederick Stearns & Co.
Lake, C. C.....	Eli Lilly & Co.
Lane, Gil H.....	Moffitt-West Drug Co.
Leonard, Geo. R.....	Morrisson, Plummer & Co.
Lines, Lee S.....	Liquid Carbolic Acid Mfg. Co.
Malby, W. W.....	Liquid Carbolic Acid Mfg. Co.
Mathison, Geo. ....	Emerson Drug Co.
Mathison, Howard .....	Bauer & Black.
Majors, R. A.....	Morrisson, Plummer & Co.
McCorkhill, J. J.....	Chicago Candy Co.
McKenzie, Prentiss .....	Parke, Davis & Co.
Medbery, H. W.....	Bauer & Black.
Messenger, J. B.....	Eli Lilly & Co.
Mitchell, A. R.....	Dabrook Co.
Murray, F. L.....	Adolph Speehler.
Nichols, Fred M.....	Robt. Stevenson & Co.
Pickard, E. A.....	Frederick Stearns & Co.
Randolph, T. O. F.....	Eli Lilly & Co.
Redig, C. A.....	U. S. Pharmacal Co.
Roberts, S. H.....	Sharpe & Dohme.
Robinson, W. R.....	L. A. Becker Co.
Rowles, W. D.....	Parke, Davis & Co.
Schwalbe, J. M.....	John Blocki & Son.
Searle, Dr. C. H.....	Searle & Hereth Co.
Sequin, A. J.....	John Blocki & Son.
Smith, B. R.....	Searle & Hereth Co.
Snapp, J. G.....	Meyers Bros.' Drug Co.
Snow, H. W.....	U. S. Pharmacal Co.
Stout, W. R.....	Johnson & Johnson.
St. Clair, Geo. M.....	Johnson & Johnson.
Stickney, E. M.....	A. M. Foster & Co.
Sutton, C. E.....	Merck & Co.
Ternes, Geo. W.....	Eli Lilly & Co.
Van Housen, W. J.....	Bauer & Black.
Weidenger, A. E.....	P. Van Schaack & Sons.
Weicker, H. G.....	Merck & Co.
Wood, D. A.....	Liquid Carbonic Acid Mfg. Co.
Wright, Geo. H.....	J. Ellwood Lee Co.

*Honorary Members.*

Ebert, Albert E.  
Fry, Herman.

Gale, Walter H.  
Hereth, Frank S.

# Ground for Percolation.

---

All articles true to name, of correct alkaloidal strength and ground to the proper degree of fineness for successful percolation.

This label will be found on every package of ground and powdered goods sent out by us.

## GUARANTY OF PURITY.

The contents of this package is guaranteed STRICTLY PURE and made from a prime quality of crude material.

**ALLAIRE, WOODWARD & CO.**

DRUG MILLERS AND PHARMACEUTICAL CHEMISTS.  
PEORIA, ILL.

# Allaire, Woodward & Co.,

Pharmaceutical Chemists and Drug Millers.

PEORIA, ILL.

---

FLUID EXTRACTS,  
PILLS, WINES,  
ELIXIRS, SYRUPS,  
COMPRESSED TAB-  
LETS, HYPODERMIC  
TABLETS,

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G R O U N D A N D  
POWDERED DRUGS,  
EXTRA SELECT  
BOTANIC DRUGS,  
(PRESSED.) . . . .

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**SEND FOR CATALOGUE AND DISCOUNTS.**

# **COCAINE.**

There are few if any chemicals employed in medicine and surgery whose absolute purity is so essential as that of Cocaine Hydrochlorate. The greatest possible care and skill must be exercised in its manufacture in order to remove all traces of impurities and associated alkaloids. In describing our Cocaine Hydrochlorate two words only are necessary: It is

## **Chemically Pure.**

Our price is no higher than that of other manufacturers, and careful buyers should keep these facts in mind when placing orders.

Specify "M. C. W."

**MALLINCKRODT CHEMICAL WORKS.**  
ST. LOUIS. NEW YORK.

# **HORLICK'S MALTED MILK**

**FOR INFANTS, INVALIDS,  
The AGED and TRAVELERS**

Samples, Signs and Advertising Matter, for Free Distribution, will be shipped, prepaid, to Druggists upon request.

**HORLICK'S FOOD CO.,**

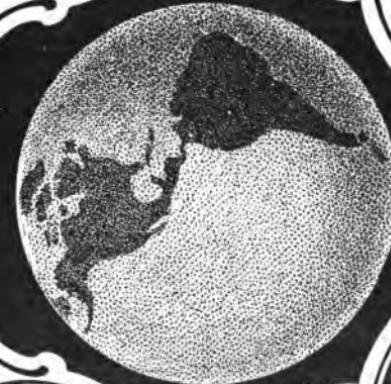
**PIONEER MANUFACTURERS OF  
PURE MALTED FOOD**

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MONTREAL, Canada, 25 St. Peter St.

**RACINE, WIS., U. S. A.**

MEYER BROTHERS

DRUG COMPANY



SAINT LOUIS

# Schieffelin & Co.

IMPORT and EXPORT

DRUGGISTS

DRUGGI TS' SUNDRY MEN

*Manufacturers of Chemical and Pharmaceutical Products.*

170-172 William Street.

NEW YORK.

## Syrup of Figs

In order to maintain regular prices we adhere to the "Tripartite Contract Plan."

We manufacture an excellent laxative remedy and advertise extensively to make business for the drug trade and ourselves.

We do not claim to excel in other things, but we endeavor to do one thing well and to give satisfaction to the trade.

We appreciate the friendly interest which druggists generally have taken in the sale of our remedy, **Syrup of Figs**, and we thank them most cordially. We are, yours truly,

**CALIFORNIA FIG SYRUP CO.**

Louisville, Ky.

San Francisco, Cal.

New York, N. Y.

# **S P O N G E S**

---

**T**HIS is the line which usually causes trouble for the Druggist, and recognizing this we have tried to make the buying of Sponges, easy, inexpensive, satisfactory, profitable.

You will realize this if you will turn to pages 911 to 914 of our 1902 Prices Current, where you will find **Good Selections, Small Packages, Fine Qualities, Low Prices**; and after looking over the Sponges you will naturally turn back to Chamois Skins on pages 882 and 883; afterward, no matter which way you turn the leaves over, you will see plenty of other interesting items.

If you haven't the book, send us a line, and we will forward it free of expense.

---

**FULLER & FULLER CO.**

**220-222 RANDOLPH STREET**

**CHICAGO**

---

**IT PAYS TO BUY THE BEST  
EVERYWHERE**

# *Seabury & Johnson's*

**PLASTERS,  
SURGICAL DRESSINGS  
and SPECIALTIES**

ARE ACKNOWLEDGED

*The Standard of the World*

Why buy inferior goods when Seabury's are to be had as cheap as the ordinary kind? Your orders solicited and appreciated.

**SEABURY & JOHNSON, New York, U. S. A.**

57 Highest Awards over all Competitors—Foreign and Domestic.

## **QUICK RETURNS**

Trade in WINE OF CARDUI turns your money over fast. If all drugs sold as fast as this great woman's remedy, only a quarter of the money you now employ would be needed in your business.

---

**LANG BROS., Druggists of Paducah, Ky., say:**

"Our sales on Wine of Cardui and Thedford's Black-Draught have been wonderful."

For cash Wine of Cardui costs:

\$7.84 in one dozen lots.  
\$7.60 in three dozen lots.  
\$6.84 in twelve dozen lots.

(Thedford's Black-Draught may be included to make up the quantities.)

**THE CHATTANOOGA MEDICINE CO.**

CHATTANOOGA, TENN.

ST. LOUIS, MO.

SAN FRANCISCO, CAL.



**CHLOROFORM, U. S. P.**

**QUININE, Gold and Silver Brand.**

**COCAINE, Crystals, Flakes, Powder.**

**CAFFEINE.**

**LITHIA CARBONATE**

**and other LITHIA SALTS.**

**ACETANILID.**

**SALICYLIC ACID.**

**PHOSPHORIC ACID.**

---

**The Roessler & Hasslacher Chemical Co.,**

**16 N. CLARK ST.,  
CHICAGO.**

**100 WILLIAM ST.  
NEW YORK.**

**The Chicago  
Label & Box Co.**

*Drugs  
Labels*



**Cor. Lake and Franklin Sts.**

**C H I C A G O**



*Powder  
Pill and  
Folding*

**Boxes**

Established 1822.

# ROSENGARTEN & SONS

Incorporated.

MANUFACTURING CHEMISTS,  
PHILADELPHIA.

QUININE SULPHATE and other Salts of Quinine.  
MORPHINE SULPHATE and other Salts of Morphine.  
CODEINE ALKALOID.

CODEINE SULPHATE and other Salts of Codeine.  
POTASSIUM IODIDE and other Iodides.  
POTASSIUM BROMIDE and other Bromides.  
BISMUTH SUBMITRATE White and Bulky.  
TANNIN SOLUBLE U. S. P. and  
other Pharmaceutical and Technical Chemicals.

**SPECIFY ROSENGARTEN'S.**

# JOHNSON'S FIRST AID MANUEL.

Johnson's First Aid Manuel treats on every conceivable accident that could happen. Instructs how to bandage; how to arrest bleeding, what to do in cases of drowning, what antidote to give in poisoning by acids, gases, narcotics or other poisons; also how to fumigate in cases of contagious diseases.

## JOHNSON'S FIRST AID MANUEL

Instructs the layman what to do while waiting for the surgeon; and this often means the saving of a life.

Johnson's First Aid Manuel contains one hundred and twenty pages, and over one hundred illustrations; some in two colors. It is bound in blue cloth and indexed.

Price 50 cents, postpaid to any part of the country. Money refunded if not satisfactory.

**JOHNSON & JOHNSON,**  
New Brunswick, N. J., U. S. A.

**FREMONT UNFERMENTED GRAPE JUICE**



**THE FREMONT  
Grape Juice Co's  
UNFERMENTED  
GRAPE  
JUICE**

May be obtained from any of the Leading Druggists or Dealers in Food Supplies throughout the United States.

THIS JUICE is expressed from the CHOICEST CONCORD GRAPES grown in the famous LAKE ERIE ISLAND VINEYARDS.

Only perfectly ripe fruit, carefully assotted, is used.

As a TONIC FOOD for the sick and debilitated it is UNEQUALED.

Its purity and non-alcoholic properties make it a PERFECT SACRAMENTAL WINE.

As a TABLE LUXURY it may be served in many ways.

For the SODA FOUNTAIN its combinations make it a universal favorite, and is especially fine as a HOT SODA flavor.

For full information and our individual advertising proposition, address

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